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Manufacturing Chemists  
BRIGHTON ENGLAND

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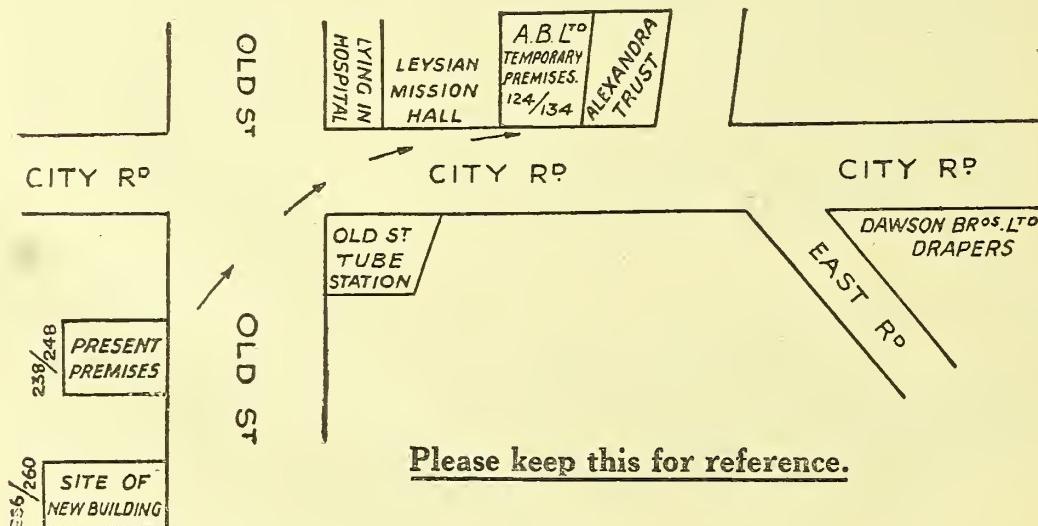
We beg to inform you that we have sold our Premises  
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as from 1st February, 1928,—until the completion of our New Building,  
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**SURGICAL DRESSINGS & COUNTER SPECIALITIES**

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## INDEX TO ADVERTISERS

Abetsan Manfg. Co., Ltd. (Bath Essence) .....	xvi	Cataline Co. (Veterinary Medicines) xxviii	
Allan Manfg. Co. (Sunglo Signs) .....	xxxiv	Cellophane Co., Ltd. (Wrapping Material) .....	xxv
Allen & Hanburys, Ltd. (Vapo- Cresoline) .....	x	Chemical Works, "Flora" (Ess. Oils) 12	
Allwood Bros. (Carnation Perfumery) 20		Christy, T., & Co. (Grips Pastilles, Pyshen Points Tea) .....	xv-xxxiv
Armour & Co., Ltd. (Medicinal Products) .....	18	Ccate & Co. (Axminster), Ltd. (Tooth- brushes) .....	16
Armstrong Cork Co., Ltd. (Corks) .....	xxvii	Connell, A., & Co. (Aniline Dyes, &c.) iii	
Association of Manfg. Chemists, Ltd. Cover xxii-Col. Supp.		Cooper Laboratory (Tablets, &c.)	
Ayrton, Saunders & Co., Ltd. (Whole- sale Druggists) .....	15	Leader Page	
Baker Metal Stopper Co., Ltd. (Screw Caps, &c.) .....	xxxii	Cox, Arthur H., & Co., Ltd. (Iodised Sulphur Tablets) .....	1
Barradell, J. T. (Chamois, Sponges, &c.) .....	xxxiv	Cresswell Bros. (Branch International Sponge Importers) .....	34
Bates, F. W. (Toilet Preps.) .....	xxxiv	Croda, Ltd. (Lancoline) .....	xix
Bath and West of England College xxxi		Crookes Laboratories (Collosoil Emulsion) .....	x1
Battle, J. C. M. (Vermin Killer) .....	xvii	Dalmas, A. de St., & Co., Ltd. (Sundries) .....	4
Berdoe & Fish (Valuers, &c.), Col. Supp.		Dearborn (1923), Ltd. (Toilet Preps.) 24	
Berg, E., Ltd. (Cash Tills) 31-Col. Supp.		Debacq & Harrop (Toilet Preps.) .....	23
Berk, F. W., & Co., Ltd. (Chemicals, &c.) .....	iv	Denver Chemical Manfg. Co., Ltd. .....	xii
Berton, Arthur, Ltd. (Chemists' Sundries) .....	2	Deshell Laboratories, Ltd. (Petro- lagar) .....	xiv
Bertrands Odourless Pessaries, Non- Greasy .....	xxiv	Dickeson, R., & Co. (Besorbon) .....	xiv
Betts & Co., Ltd. (Collapsible Tubes) xxix		Dudley & Co., Ltd. (Display Sets, &c.) .....	xx-xxx
Blackwell, Hayes & Co., Ltd. (Whole- sale Druggists) .....	iii	Eastern & Russian Trading Co., Ltd. (Santonin) .....	v1
Blaker, R. S. (Willson Rubber Gloves) xxii		Edme, Ltd. (Extract of Malt, &c.) .....	xx
Blosser, Dr., Ltd. (Blosser's Cigar- ettes) .....	xiii	Essences & Synthetics, Ltd. (Ess. Oils) .....	12
Blythe, W., & Co., Ltd. (Chemicals) .....	iv	Farley, A., Ltd. (Shopfittings) Col. Supp.	
Bob Martin, Ltd. (Dog Medicines) xviii		Farmer, F., & Co. (Rat Poison) .....	xxx
Boehm, Freik., Ltd. (Nulomoline) .....	xiv	Fecher, M. J., Ltd. (Sundries Buyers) .....	xviii
Borax Consolidated, Ltd. (Bath Crystals) .....	vi	Fink, F., & Co. (Gums) .....	xxxiv
Boxall, Smith & Co. ("Bismogenol") xii		Fleurol (London), Ltd. (Toilet Soap) 23	
Braun, H. W. (Chemical Products) .....	vii	Folkes, F. W., & Co. (Crêpe Bandages) .....	xxii
Brierley, John (Valuer, &c.), Col. Supp.		Ford, T. H., Ltd. (Surgical Dress- ings, &c.) .....	xxii
British Industries Fair .....	3	Freer's Manfg. Co., Ltd. (Dentifrice) 26	
Bruce, Starke & Co. (Cod-Liver Oil) xxi		Freudentheil, Smith & Co. (Cod Liver Oil) .....	xx
Burroughs, J., Ltd. (Alcohol) Leader Page		Fuller, R. L., & Co., Ltd. (Quinine Salts) .....	v
Burroughs Wellcome & Co. (Hazeline Cream) .....	35	Gáljado Perfumery Co., Ltd. (Toilet Preps.) .....	23
Carnrick, G. W., Co. (Endocrine Products) .....	xxxvi	Gambles, J. C., & Co., Ltd. (Swan Down Powder) .....	xxxiv
Cartwright, W. B., Ltd. (Moorland Tablets) .....	7		

Gardiner & Co. (The Scotch House), Ltd. (Overalls) .....	xxv
Garfield Tea Co. .....	viii
Genoxide, Ltd. (Bath Powder, &c.) .....	x
George, Ernest J. (Valuer, &c.), Col. Supp.	
Gerard Bros., Ltd. (Toilet Soaps, &c.) 21	
Gilmont Products, Ltd. (New Mix Tooth Paste) .....	9
Glaxo (Baby Book) .....	Leader Page
Gledhill, G. H., & Sons (Cash Tills) xviii	
Gollin & Co., Ltd. (Aspro) .....	32
Gower, John (Books) .....	Col. Supp.
Graesser-Monsanto Chemical Works, Ltd. (Salicylic Acid) .....	Cover
Grout & Co., Ltd. (Crêpe Bandages, &c.) .....	xxii
Hackett, S. E. (Film Overstocks) .....	31
Hall, Forster & Co., Ltd. (Vapourisers) xiv	
Harker, C. R., Stagg & Morgan, Ltd. (Petrolax) .....	xiii
Harkin, A. J. (Lemon Juice) .....	20
Harkness, Beaumont & Co. (Disinfec- tant) .....	viii
Haywood, J. H., Ltd. (Surgical Appliances) .....	xxv
Heward, R. H., Co. (Surgical Goods) xxv	
Himrod Manfg. Co., Ltd. (Asthma Cure) .....	x
Hind & Lund, Ltd. (Machinery) .....	xxxv
Horner, L. A., & Sons (Drugs, &c.) .....	ii
Houbigant Perfumery .....	13
Howards & Sons, Ltd. (Aspirin Tablets) i	
Hunt's, Ltd. (Stone Bottles and Jars)	
	Leader Page
Imperial Chemical Industries, Ltd. (Speddo) .....	xvi
Jackel et Cie (of Paris), Ltd. (Hair Cream) .....	24
Japan Menthol Manfg. Co., Ltd. .....	vii
Johnson & Sons Mfg. Chemists, Ltd. (Chemicals) .....	iii
Jones, Wm. Alfred, Ltd. (Pastilles) xii	
Josephs, Percy R. E. (Shopfittings)	Col. Supp.
Josephs, Philip, & Sons (Shopfittings)	Col. Supp.
Kent, G. B., & Sons, Ltd. (Brushes) 30	
Kerfoot, T., & Co., Ltd. (Souchets, &c.) .....	17

[Continued overleaf.]

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**PURE ESSENTIAL OILS**

**LEMON OIL**

*Imported direct from the best orchards in Sicily after  
a personal tour of inspection by our own experts.*

**White, Tomkins & Courage Ltd.**  
**North Albert Works, Reigate, Surrey.**



**INDEX—cont.**

King, J. C., Ltd. (Glass Shelves) .....	xxix	Palmolive Co. (of England), Ltd. .....	29
Kirby, Douglas & Co., Ltd. (Shaving Brushes) .....	23	Papier Poudre, Ltd. (Toilet Preps.) .....	22
Lambert, L., & Co., Ltd. (Caramel) .....	Leader Page	Phillips, R. W., Ltd. (Vix Pastilles) .....	xii
Lautier Fils, Ltd. (Ess. Oils) .....	12	Pillischer, J. (Microscopes, &c.) .....	xxiv
Lawrence & Co. (Horsehair Flesh Gloves, &c.) .....	xxii	Potter & Clarke, Ltd. (Catarrh Pastilles) .....	33
Lennon, Ltd. (South African Agencies) .....	vii	Price, A. S., & Co., Ltd. (Water-glass) .....	xxviii
LePersonne, L., & Co. (Glass Bottles and Jars) .....	xxvii	Proprietary Agencies, Ltd. (Dental Magnesia) .....	Cover
Levermore, A., & Co., Ltd. (Precipitated Chalk) .....	xxxiv	Prudential Assurance Co., Ltd. .....	xxxv
Lewis, H. K., & Co., Ltd. (Books) .....	xxxii	Pure Russian Liquid Paraffin Co., Ltd. .....	xix
Lysol, Ltd. (Hindes Honey and Almond Cream, &c.) .....	8-27	Ransom, W., & Son, Ltd. (Extracts, Tinctures, &c.) .....	Cover
MacAndrews & Forbes, Ltd. (Apollo Liquorice) .....	viii	Reed, A. E., & Co., Ltd. (Crude Drugs) .....	iv
McCaw, Stevenson & Orr, Ltd. (Seccotine) .....	xxvi	Reliance Rubber Co., Ltd. (Hot Water Bottles) .....	xxiv
Marie Antoinette Co. (Morgan's Pomade) .....	24	Rendell, W. J. (Quinine Suppositories) .....	xxiii
Marshall, C. F., & Son (Toothbrushes) .....	xxxiv	Reuter, R. J., Company, Ltd. (Hudson's Vegetable Leaflets) .....	25
Martindale, Wm. (Methyl-Aspiridine) .....	xi	Richardson & Lacy (Toilet Preps.) .....	xxxiv
Mason Pearson Selling Agency, Ltd. .....	30	Roberts & Co. (Tonic) .....	xviii
Matthews Laboratories, Ltd. (Digitalis) .....	Leader Page	Robinson & Sons, Ltd. (Boxes) .....	xxxiii
Matthews, D., & Sons (Shopfittings) .....	Col. Supp.	Rose, J. L., Ltd. (Pyrogallic Acid) .....	ii
Maw, S., Son & Sons, Ltd. .....	11	Rowland, A., & Sons, Ltd. (Macassar Oil) .....	24
Mawson Filter Co. (Optimus Filters) .....	xxxv	Rudduck & Co. (Shopfittings) Col. Supp.	
May & Baker, Ltd. (Chemicals) .....	Cover	Rushton, F., & Son (Show-Cases, &c.) .....	xxix
Meggesson & Co., Ltd. (Iodized Throat Lozenges) .....	Cover	Saint Raphael Cie (Tonic Wine) .....	xxi
Napp, H. R., Ltd. (Santonin) .....	Cover	Schering, Ltd. (Pharmaceutical Specialties) .....	Leader Page
Natural Products Co. (Novopique) .....	xiv	Scholl Manfg. Co., Ltd. (Bunion Reducer) .....	xxiv
Neave's Food, Ltd. (Food) .....	xx	Schutze, F., & Co., Ltd. (Compact Powders) .....	xxxxiv
Neill, J., & Co. (Sheffield), Ltd. (Razor Blades) .....	30	Scruton, O., & Co. (Nurse Harvey's Mixture) .....	xxxi
Newball & Mason (Ginger Wine Essence) .....	xxi	Shadeine Co. (Hair Dyes) .....	xxxiv
Newbery, F., & Sons, Ltd. (Toilet Preps.) .....	31	Shefras' Novelty Co. (Weighing Machines) .....	26
New Era Treatment Co. ("Elasto") .....	Leader Page	Sherley, A. F., & Co., Ltd. (Dog and Cat Medicines) .....	xxxv
Old Strand Chemical & Drug Co. Ltd. (Fine Chemicals, &c.) .....	ii	Showcard Specialists, The .....	31
Oppenheimer, Son & Co., Ltd. (Roboline) .....	19	Sier, Voss & Tomes (Transparit) .....	Leader Page
Orridge & Co. (Valuers, &c.) .....	Col. Supp.	Singleton & Cole, Ltd. (Wholesale Tobacconists) .....	xx
		Smith, T., & H., Ltd. (Chemicals) .....	v
		Solazzi (Liquorice) .....	vi
		Solport Bros., Ltd. (Face Cloths) .....	16

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*Supplied to all 1st and 2nd League Football Clubs.*

Copies of testimonials sent on application.

Look to your stocks of this effective and time-tested remedy for all aches and pains.

This is the time to display it, and no article can be better displayed on your counter or in your window. It is a first-class pharmaceutical preparation—attractively labelled and cartoned—and you will find it brings repeat business. A line you can recommend with confidence.

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*The modern version of*  
**"THE SMILE THAT  
WON'T COME OFF"**



and no wonder, with sales increasing so rapidly, and pharmacists making regular profits week in and week out

*Moorland Heart Shape is by far  
the quickest selling digestive tablet*

**ORDER NOW—AND KEEP BUSY**

# Some MARSHOL (MARSHALL'S LYSOL)



These are just a few of the many advertisements that will bring women to your counter for Marshol. You can have every confidence in putting your full co-operation behind this campaign, for Marshol is no new product, but the original Lysol of Schülke & Mayr A.G., Hamburg, for so long known and respected in this country as Marshall's Lysol.

The new labels and cartons carry the name, Marshall's Lysol, to avoid confusion.

Put Marshol on display and write for  
special bonus offer.

## LYSOL LIMITED, RAYNES PARK, S.W.20

# THINK OF A SLOGAN AND WIN £100

NEW  
MIX

EVERYONE can think of a slogan or catch phrase, especially if in constant touch with customers using NEW MIX. In connection with this new line remarks, criticisms, and appreciations are bound to be forthcoming from the public. For example: a customer when buying a second tube said, "NEW MIX will soon be in everybody's mouth."

Every attempt will receive careful consideration, and to be judged on merit alone.

This offer is made exclusively to Retail Chemists and Chemists' Assistants in the United Kingdom. No entrance fee—no closing date. All you have to do is to send your slogan to the manufacturers, who will, as soon as the slogan is used in either advertisements, folder, booklet, or published in any form whatsoever, send you a cheque for £100.

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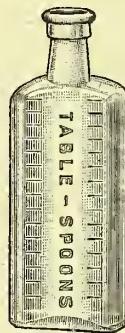
GILMONT PRODUCTS, Ltd.  
35 CRUTCHED FRIARS, LONDON, E.C.3

The new way  
to clean  
teeth



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WHITE  
FLINT



“PRIORY”  
FLATS

WHICH IS

A CREDIT TO ANY PHARMACY  
PRICES RIGHT. QUALITY RIGHT.

*CRATE LOTS of not less than 5 gross and 1 gross of a size.*

2-oz. 3-oz. 4-oz. 6-oz. 8-oz. 10-oz. 12-oz. 16-oz. 20-oz.

**12/6 14/- 14/6 15/- 15/2 18/- 20/9 25/6 35/9** PER GROSS

For Ireland add 1/- per gross.

YOUR NAME AND ADDRESS can be branded at a cost of 7/6 each plate on first order only.

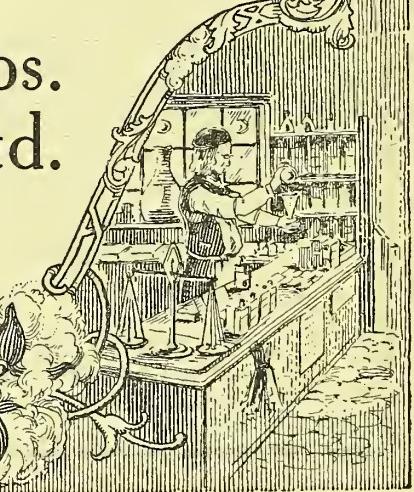
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Southall Bros.  
& Barclay Ltd.

19-21 LOWER PRIORY,

BIRMINGHAM

REGD  
TRADE  
MARK



# Maw's Page



## The worst months are the best for “Parex” hot water bottle sales.

The first few months of the year are generally considered the worst from the point of view of weather and health. They are, therefore, the best months in which to make sales of hot water bottles.

Just now a display of “Parex” hot water bottles in their attractive envelopes, surrounding the popular Lucie Attwell showcard, is certain to create a good deal of interest and to make many sales.

And every “Parex” hot water bottle sale gives satisfaction to the pharmacist and to his customer.

It yields the pharmacist a substantial profit and helps to consolidate his hot water bottle business because “Parex” quality produces repeat orders and “Parex” bottles are sold only to pharmacists.

It gives satisfaction to the customer because it has many advantages, such as the washerless neck, captive stopper, reinforced seams, etc., and because it is made to give lasting service. Because, also, service is assured by a definite printed guarantee.

*It pays to display and to sell  
“Parex” hot water bottles.*

S. Maw, Son & Sons, Ltd.,  
Aldersgate St., London,  
and Barnet.



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*A few of our latest Creations :—*

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A sweet Oriental perfume with a delightfully delicate floral nuance.

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True to Nature; even in its last traces on evaporation.

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A beautiful reproduction of the Old English Wallflower.

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An excellent substitute for Bulgarian Otto.

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A composition giving the pungency as well as the ever-popular florality of Jasmin flowers.



Of the highest possible concentration, and hence very economical in use; perfectly soluble; do not discolour.  
Suitable for handkerchiefs, perfumes, face powders, vanishing creams, brilliantines, toilet waters,  
bath salts, soaps.

Samples cheerfully sent by return of post.

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EAU DE COLOGNE 1926

JASMIN 50

JASMIN

JASMIN 1137

JOCKEY CLUB 258

LILAC 151

LILY OF THE VALLEY C.H.

ROSE 2565

VIOLET A

VIOLET B 256

WALLFLOWER 234

We recommend these on account of their strength and cheap price.

*Samples and particulars from—*

**CHAS. ZIMMERMANN & CO. (Chemicals), LTD.**  
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Caraway	Patchouli
Cinnamon	Peppermint
Cloves	Rosemary
Copaiba	Rue
Costus	Sandalwood
Cubeb	Spike Lavender
Fennel	Tansy
Geranium	Tarragon
Honey	Thyme
Hyssop	Vetivert

Olive, Peach Kernel, Sweet Almond Oils  
Floral Waters.

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## NEW IMPROVED FLAT MODEL COMPACTS AND REFILLS POWDER AND ROUGE

OUR REPRESENTATIVES ARE NOW MAKING THEIR FIRST JOURNEY IN 1928 AND WILL CALL UPON YOU IN THE COURSE OF A FEW DAYS TO SUBMIT SAMPLES OF HOUBIGANT'S NEW MODEL COMPACTS

The unequalled quality of Houbigant's powder (compressed by dry process) is unchanged. It is produced in Quelques Fleurs and nine other popular perfumes, and in the standard shades of:

White	Rose	Rachel	Sunny Rachel
Natural		Sunburn	Rosy Sunburn

The Rouge is obtainable in the following tints:

Blonde	Carmin	Mat	Brune	Orange	Doré
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THE GILT BOXES ARE FLAT AND EMINENTLY SUITABLE FOR THE HANDBAG: THEY ARE OF ARTISTIC APPEARANCE AND THE METAL WILL NOT TARNISH.

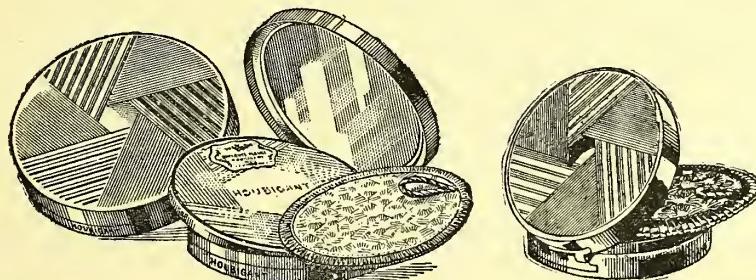
All Compacts, Powders and Rouge, are made in three sizes, Small, Medium and Large, to retail at 1/9, 2/6 and 4/3 respectively.

THE REFILLS HAVE SILK-EDGED PUFFS.

They are obtainable in all Perfumes and in each of the seven shades of powder, and in the six tints of rouge. The Small, Medium, and Large refills retail at 10d., 1/3 and 1/9 respectively.

**DO NOT FAIL TO SEE OUR REPRESENTATIVE.**

**PARFUMERIES DE PARIS, LTD.**  
**LARDEN ROAD, ACTON, LONDON, W.3**



For a **PERFECT** dance floor  
you can confidently recommend—

# 'BOVAL' FLOOR GLOSS

No Wax  
No Worry  
Delightfully  
fragrant  
Creates No  
Dust

FOR  
BALL-ROOM  
FLOORS

Simply  
Sprinkle  
on the floor  
the dancers  
do the rest.

Take full advantage  
of the  
**DANCING SEASON**  
by displaying  
**'BOVAL'**  
**FLOOR GLOSS**

Packed in beautifully decorated sprinkler-  
top containers.

1/6 P.A.T.A. - 12/- doz.  
2/6 , , - 20/- doz.

Bonus for 10 Days' Window Display

13 to the dozen on orders  
to the net value of £5.

Carriage Paid. Free Package.

Attractive Showcard Supplied.

STOCKED BY LONDON HOUSES.

**JAMES WOOLLEY  
SONS & Co., LTD.  
MANCHESTER.**

*[A small illustration at the bottom left shows a hand holding a small container of the gloss, with a stream of it being poured onto a floor surface.]*

Something to crow about!

# Waterglass

AYRTON'S

MAKE A WINDOW SHOW

and bank the profit

Not 'Good in parts' but finest at every point.

- 1.—New methods of filling and sealing.
- 2.—All-tin, lever-lidded containers with soldered seams.
- 3.—Choice of three styles, each with chemist's own name facilis.
- 4.—No charge for standard cases, which hold 6 doz. 1-lb. or  
3 doz. 2-lb. tins.
- 5.—Discount of 5% for gross lots, if a/c paid at one month.
- 6.—Plentiful display material.

GET AYRTON'S PRICE  
FOR YOUR QUANTITY



Ayrtон,  
Saunders  
& Co. Ltd.  
Liverpool





# Watersprite FACE CLOTHS

MADE IN ENGLAND

THE NEW KNITTED FACE CLOTHS.  
SIX EXQUISITE STYLES. Size  $12 \times 11\frac{1}{2}$  ins.  
FRESH AS THE DEW.  
IN SHOW CARTONS OF 2 DOZEN.

WHITE, with Coloured Borders.	doz.
G220. Overlocked, Assorted Colours	4/-
G221. Overlocked, Assorted Colours, and cross-stitched	4/6
G222. Shell-stitched, Assorted Colours	5/3
G223. Shell-stitched, Assorted Colours, and cross-stitched	5/9

COLOURED, with Coloured Borders.

G224. Overlocked, Assorted Colours, and cross-stitched	5/6
G225. Shell-stitched, Assorted Colours, and cross-stitched	6/-

Manufactured only by  
**SOLPORT BROTHERS, LTD., 184 to 190 Goswell Road, London, E.C.1.**  
AND OBTAINABLE THROUGH ALL WHOLESALE HOUSES.

Telephone: Axminster 5.

Telegrams: "Coate, Axminster."

## COATE & CO. (Axminster) Ltd.

The London Brush Works, Axminster, Devon.

Estab. 1847.

*Manufacturers of Super British Brushes*

Our Special "PROPHYLACTIC" Tooth Brushes—

3 row Hard, Medium, Soft, Yellow Hair @ ...	... ... ...	16/- per dozen
4 " " " "	... ... ...	18/- "

Orders for one gross supplied in Cartons with customer's name and address free.  
Every Brush Guaranteed. British made by British Labour. Send for our present list of prices.

## The Chemist's Compact Library

MONEY-MAKING AND MONEY-SAVING BOOKS.

**EVERY BOOK BY AN EXPERT.**

May be obtained at the published prices from any  
Wholesale Drug or Sundries House, or from

**THE CHEMIST AND DRUGGIST, 42 Cannon St., London, E.C.4.**

Branch Offices: Manchester and Sheffield, England; Melbourne and Sydney, Australia.



## "SOUCHEETS" & "LOZETTES"

**S**OUCHEETS" are the very best Licorice and Menthol "Cushions" obtainable. "Lozettes" are the best possible value at the popular, but slightly inconvenient price of 4½d. The individual Pharmacist alone can decide whether to stock "Souchets" or "Lozettes"—or both.

The slightly higher cost of "Souchets" is due to a number of small refinements which, in the aggregate, spell perfection and distinguish between "good" and

"best." "Souchets" also carry a higher margin of profit—37½% on selling price against 33½% in the case of "Lozettes." If you do not know them, ask for samples.

"SOUCHEETS" PRICES Bulk 4/6 lb.  
"LOZETTES" PRICES Bulk 3/6 lb.

6d. tins 3/9 doz. Gross lots 3/7½ doz.  
4½d. tins 3/- doz. Gross lots 2/11 doz.



To EXPORT BUYERS:—All orders and enquiries should be addressed to our Sole Export Agents  
Wm. ALFRED JONES Ltd., West India House, Maryland Street, Liverpool

THOMAS KERFOOT & CO LTD,  
BARDSTLE VALE, LANCASHIRE,  
& Bardsley House, London, N.1  
ESTABLISHED 1797.

C/245

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*"Every process, from kill to finished product,  
controlled in the Armour Laboratories."*

30 years'  
EXPERIENCE  
IN  
MANUFACTURE  
AND  
RESEARCH  
MAKE



**SUPREME**

## GLANOID PRODUCTS

CORPUS LUTEUM  
LIVER  
ORCHITIC  
LIGATURES  
OVARIAN  
PARATHYROID  
PEPTONE  
PITUITARY  
(Whole Gland, Anterior, Posterior)  
SUPRARENALIN  
THROMBOPLASTIN  
THYMUS  
THYROID

TABLETS, AMPOULES,  
CAPSULES, LIQUORS,  
POWDER

WE INVITE YOUR ENQUIRIES for GLANDULAR  
and ANIMAL PREPARATIONS or THEIR COMPOUNDS

LABORATORY DEPARTMENT  
**ARMOUR AND COMPANY**  
QUEEN'S HOUSE KINGSWAY  
LONDON, W.C.2.

TELEGRAMS: ARMOSATA—WESTCENT, LONDON.  
TELEPHONE: HOLBORN 6921.





## PERSPICACITY

is the quality of mental penetration or discernment which enables a man in a retail business to pick upon products to sell which, because they are essentially good, create goodwill in the minds of his customers, e.g., the chemist who displays and recommends

# Roboleine

THE FOOD THAT BUILDS THE BODY

*Window Display Terms on request.*

**WRITE FOR THEM**

**OPPENHEIMER, SON & COMPANY LTD.**  
179 Queen Victoria Street, London E.C.4.

*Manufacturers of "Maglactis," the Pure Hydrate of Magnesia with the continuous action*



O. & S.

SPURWAY ET CIE, LTD. .... SPURWAY ET CIE, LTD.

# SPURWAY'S BATH COLOGNE

A High-grade Iso-Cologne in which only the finest Natural Floral Essences are incorporated.

The effect in the bath or toilet water is equal to the best Colognes made with rectified spirit.

## ONLY THE BEST NATURAL OIL OF NEROLI IS USED.

*The "Get-Up" is highly artistic.*

### PRICES:

Size 1 **11/-** per dozen  
Size 3 **30/-** " "

This is the only preparation we send out in which Iso-propyl Alcohol is used.

## SPURWAY ET CIE LIMITED

89 GREAT EASTERN ST., LONDON, E.C.2

Telegrams: "Neroli, London."  
Telephone: Bishopsgate 1372.

Factories and Distilleries:  
Cannes-Grasse, Riviera.

Technical Laboratories: Paris.

NEW YORK.  
KINGSTON (ONTARIO).

SPURWAY ET CIE, LTD.

# HARKIN'S 100% PURE ROSE-HEAD LEMON JUICE WITH PULP

Highest Acidity. Purest and Best

GUARANTEED FREE FROM  
YEASTS AND FERMENT GERMS

Without Admixture of Industrial Juice

*Preserved in accordance with British Pure Food  
Regulations,*

SOLE MAKER:

**A. J. HARKIN**

91-95 Via Giuseppe la Farina, MESSINA  
Registered at British Chamber of Commerce for Italy  
**NO AGENTS.**



**ALLWOODS'**  
**CARNATION**  
**PERFUME**  
**AND**  
**TOILET**  
**REQUISITES**

Good show matter.  
Steady advertising.  
Carriage paid.

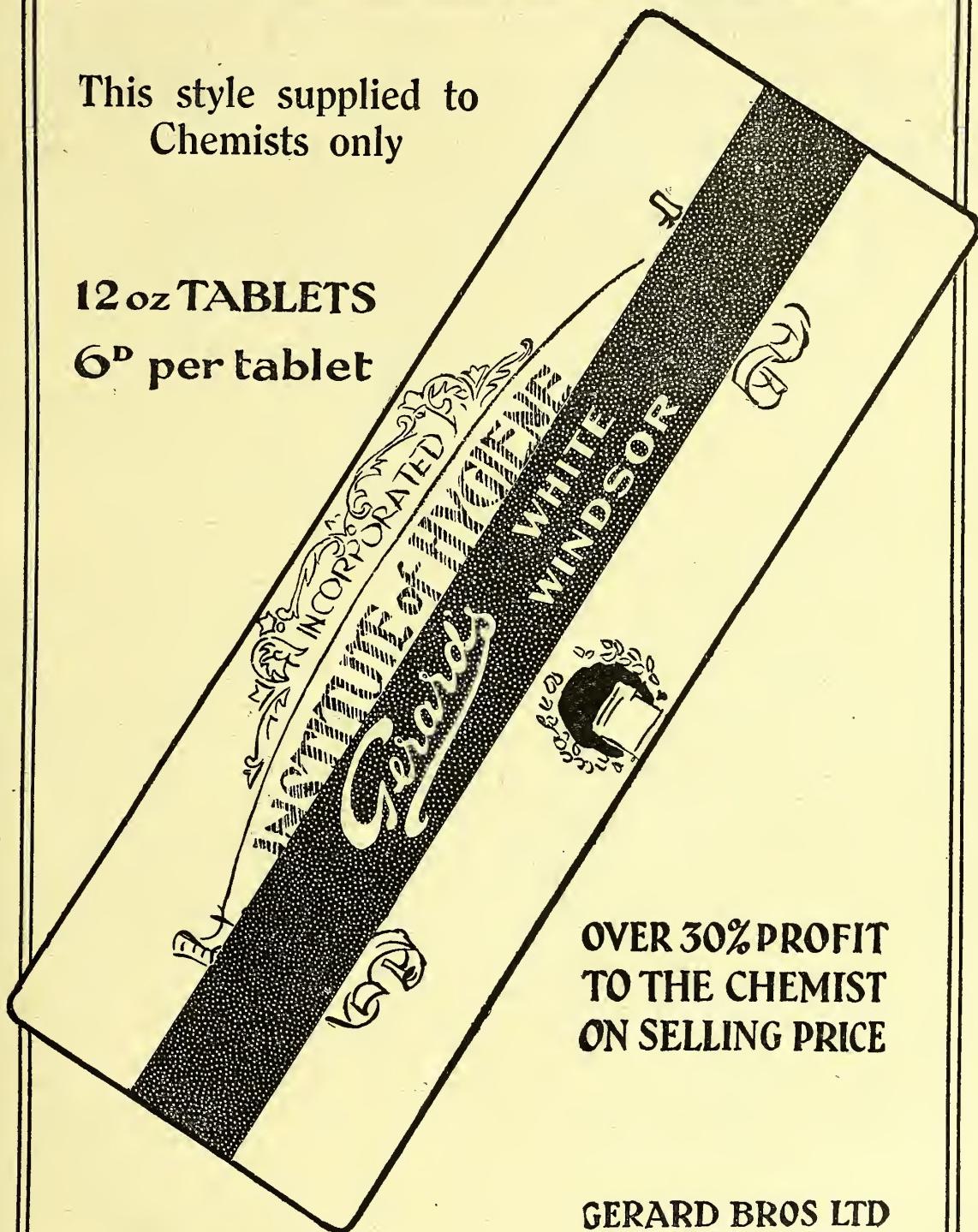
Produced and marketed by the World's leading growers of Carnations.

Write for Trade Prices and full information to:—  
*Allwood Bros*  
 The Leading Carnation Raisers and Specialists in the World.

HAYWARDS HEATH, SUSSEX

This style supplied to  
Chemists only

12 oz TABLETS  
6<sup>d</sup> per tablet



OVER 30% PROFIT  
TO THE CHEMIST  
ON SELLING PRICE

GERARD BROS LTD  
SOAP WORKS  
NOTTINGHAM



## Bond Street Shampoos that bring bigger Profits

Stewart's Tone Shampoos have been used in their Bond Street Salons for years, and always with success. The full range is now available for universal distribution—Hairtone, Hennatone, Pinetone, Goldentone, and Silvertone for Grey Hair. This line is something quite exceptional in shampoo powders—shampoos that have been tried and tested by actual everyday use in first-class establishments, and that you can sell for little more than half the price charged for other shampoos.

This is a chance for you to make money and goodwill—the line shows you an exceptionally good profit and it *always* brings customers back again and again.

	Retail Price	Net Wholesale Price
Stewart's Hairtone	3d. each or	12/- per dozen
Shampoo Powder	1/6 for 7 sachets	boxes of 7
	Free from excess of alkali for any kind of hair.	
Stewart's Goldentone	4d. each or	14/- per dozen
Shampoo Powder	2/- for 7 sachets	boxes of 7
	A Camomile preparation for blonde hair which brightens and beautifies.	
Stewart's Silvertone	4d. each or	14/- per dozen
Shampoo Powder	2/- for 7 sachets	boxes of 7
	Specially prepared to keep grey hair from going yellow.	
Stewart's Hennatone	4d. each or	14/- per dozen
Shampoo Powder	2/- for 7 sachets	boxes of 7
	For brown hair—gives richness of tone.	
Stewart's Pinetone	4d. each or	14/- per dozen
Shampoo Powder	2/- for 7 sachets	boxes of 7
	Medicated and antiseptic for impoverished hair.	

MADE BY THE MANUFACTURERS OF

### NUCTONE FOR GREY HAIR

STEWART, GOODALL & DUNLOP, LIMITED,  
4 Dering Street, London, W.1.

Obtainable from your usual Wholesalers or direct from  
**J. C. GAMBLER & CO., LTD.**  
211/215 BLACKFRIARS ROAD, LONDON, S.E.1.

## PERFUMES & TOILET AIDS

THE FAMOUS

# Giviemme

Productions

ADD TO YOUR PRESTIGE AND PROFITS



"GIVIEMME" Perfumes and Toilet Aids are patronised by Royalty and Nobility throughout Europe. These hitherto expensive productions will again be advertised in the highest class ladies' journals, at prices that are distinctly moderate for goods so regal in quality.

It will pay you to stock and sell "GIVIEMME" goods. We are prepared to help you with finely bevelled glass advertising signs, scented calendars and trimming and unique advertising novelties to give to your customers. Write for Samples and prices now to our sole British agents.

Sole Manufacturers—

**JOSEPH VISCONTI di MODRONE & C., S.A., MILAN, ITALY.**

British Agents—G. H. Willoughby & Co., 59 Fortnum & Mason, London, W.1.

## PAPIER POUDRÉ WINDOW DISPLAY TERMS

(In addition to the Trade Discount of 33½%).  
7½% Discount upon orders for 6 dozen 8d. size  
(or equivalent in other sizes).  
10% Discount upon orders for 12 dozen 8d. size  
(or equivalent in other sizes).  
2½% for Cash on receipt of goods. Net Cash 30 days.

Quantity	Or equivalent in other sizes	Net Cost per doz.	Your Cost
6 Dozen	8d. P.A.T.A.	4/9½	£1 8 10
12 Dozen	8d. P.A.T.A.	4/8	£2 16 2
Quantity	Sells for	Your Profit	Percentage of Profit on Selling Price.
6 dozen	£2 8 0	£0 19 2	40%
12 dozen	£4 16 0	£1 19 0	41½%

### CARRIAGE PAID TO DESTINATION.

The above terms are conditional upon a Window or Counter Display for 14 days.

We are always glad to co-operate with chemists in any advertising scheme or selling ideas whereby the sales of Papier Poudré may be increased. ∴

SEND US YOUR SUGGESTIONS.

WRITE TO-DAY TO

**PAPIER POUDRÉ, Ltd.**  
46 BAKER STREET, LONDON, W.1



*If you have not taken  
advantage of our*

**SPECIAL BONUS OFFER**

*for*

# Superol

## THE NEW BRITISH OLIVE OIL CASTILE SOAP

*Order a small parcel direct or through your usual Wholesaler.*

Made with finest **CASTILIAN AND ANDALUSIAN OLIVE OIL** by FLEUROL (London) LTD., a subsidiary of THOS. HEDLEY & CO., LTD., the famous independent soap firm established nearly a century.

The **QUALITY** and **SALEABILITY** of this Soap will almost certainly induce you to link up with **OUR NEXT SPECIAL SCHEME**, which will be launched in the spring.

## FLEUROL (London) Ltd.

*Sales Office (Directed by W. H. CALNAN) : EATON ROW, S.W.1.*

### KIRBEE

#### BRUSHES ARE GOOD SELLERS WITH BIG PROFITS

Kirbee Brushes, the latest product of the House of Kirby, are British made and guaranteed sterilized. The bristles do not shed from the oval splitting handles. Each Kirbee Brush is packed in transparent germ-proof tube as well as attractive cardboard box.

FOUR MODELS.  
Special Model.

K 3 .. 2s. 6d. K 6 .. 4s. 6d.  
K 4 .. 3s. 6d. K 8 .. 6s. 0d.

Write now for fuller details and particulars of generous trade terms.

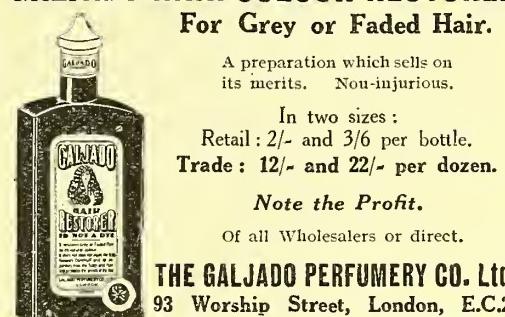
**DOUGLAS KIRBY & CO LTD.** 9/10 CHARING CROSS, S.W.1  
Telephone : Gerrard 3147, 8063/4/5.

CONTRACTORS FOR ALL THE SCOTTISH RAILWAY BOOKSTALLS.

### GALJADO HAIR COLOUR RESTORER

For Grey or Faded Hair.

A preparation which sells on its merits. Non-injurious.

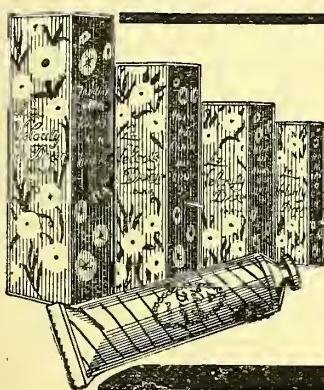


In two sizes :  
Retail : 2/- and 3/6 per bottle.  
Trade : 12/- and 22/- per dozen.

*Note the Profit.*

Of all Wholesalers or direct.

**THE GALJADO PERFUMERY CO. LTD.**  
93 Worship Street, London, E.C.2.



### VELOURY de DIXOR PARIS

#### COMBINED CREAM AND POWDER

The advertised line that you are asked for. Now on P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—	Full size pot	—	21,-	dozen.	RETAIL	2/9
	Super tube	—	22/-	"	"	3/-
	Large tube	—	14/-	"	"	2/-
	Medium tube	—	7/-	"	"	1/-
	Handbag tube	—	3/-	"	"	6d.

Made in four shades : WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents :  
**DEBACQ & HARROP**, 68 Newman Street, Oxford Street, LONDON, W.1.

**MERCOLIZED WAX**  
— : for the Complexion : —  
and  
**STALLAX**  
— : a Shampoo : —

**T**WO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

**Both** are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

*Order through your Wholesaler, or direct from:*

**DEARBORN (1923) LIMITED**  
**37 GRAY'S INN ROAD, LONDON, W.C.1.**

## Offer this

When customers ask for a colour-restorer for grey hair, or a tonic to stop falling or to promote growth, offer

## MORGAN'S POMADE

You may do so in full confidence that it will perform what it promises. 35 years' reputation, a world-wide trade, and thousands of testimonials support its claims to genuine merit.

Retail 1/9 and 3/3 per pot.  
Wholesale 14/- and 26/- per doz.

**THE MARIE ANTOINETTE CO.** 149 JUNCTION ROAD  
LONDON, N.19  
(Note New Address) (1)



**THE ORIGINAL  
:: :: AND :: ::  
STILL THE BEST**

# JACKEL'S CREAM FOR THE HAIR

SOLD EVERYWHERE.

**1/6** PER BOTTLE **2/6**

Jackel's Cream has now been over 40 years on the market and enjoys a steady reliable sale. Once a customer buys Jackel's, imitations have no appeal because Jackel's is still the best.

---

**BIG PROJECTS ON THE NEW SHAMPOO.**

---

11/6 and 18/- per dozen.  
Retailing at 1/6 & 2/6 per bot.

**SHOWCARDS AND PARTICULARS FROM  
YOUR WHOLESALE HOUSE.**

**JACKEL et CIE (of Paris) Ltd.**  
GLASGOW.

# **ROWLAND'S MACASSAR OIL**

*A line it pays to stock.*

P.A.T.A. 3/6. 7/- 10/6.

THROUGH ALL WHOLESALEERS

**A. Rowland & Sons, Ltd.**  
112 GUILFORD STREET, LONDON, W.C.1.

**IF SHEWN IN THESE NEW DISPLAY BOXES  
containing 3 dozen**

**THEY  
SELL  
THEMSELVES**



FACSIMILE  
OF  
HUDSON'S  
Vegetable  
LEAFLETS



**HUDSON'S  
*Vegetable*  
LEAFLETS**

are not only attractive in their show boxes, but will make an instant appeal to ladies.

**AND IT IS A VERY PROFITABLE LINE TO YOU**

Sold retail at 6d. per booklet P.A.T.A.

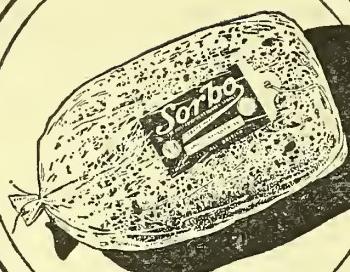
PRICE TO THE TRADE 11/3 per box containing 3 dozen, less 2½% monthly account.

**GIVING YOU A SPLENDID PROFIT OF 7/-**

**SPECIAL QUOTATIONS for QUANTITIES and EXPORT.**

Write for further particulars to:

**R. J. REUTER Co., Ltd., 69 Carter Lane, LONDON, E.C.**



## Important announcement

FROM January 1st the Sorbo Sponge No. 5 ceased to be manufactured, as it is for the other sizes that the demand is so great..

The Sorbo 4R will henceforth be known as Sorbo No. 5, and a slight amendment in the prices of this new No. 5 and of No. 4 Oval will be made. To make this perfectly clear we append the complete list of prices of the Sorbo Sponge range as they now stand.

	HOME	TRADE.
	Retail	Trade.
Sorbo No. 1	- 1 0	8 0
" No. 2	- 1 9	14 0
" No. 3	- 2 6	20 0
" No. 4	- 3 9	30 0
" No. 5	- 5 0	40 0

See that your range is complete for the opening trade of 1928.

# Sorbo

Order now from your Wholesaler. If any difficulty, write us. Price List and Trade Terms on application.

SORBO RUBBER-SPONGE PRODUCTS, LTD.  
Sorbo Works - Woking - Surrey.  
Telegrams: "Sorbo, Woking." Phone: Woking 966 (2 lines).

## DAWSON'S DENTIFRICE

COST

3/-

doz.

SELLS

6d.

Profit

100%

on  
Cost



IN ALUMINIUM TINS.

### ATTRACTIVE SHOWCARDS

### BONUS for WINDOW DISPLAY

Carriage and Packing FREE. Monthly a/cs.  
SPECIAL QUOTATIONS for WHOLESALERS.  
Write for a Sample Tin.

### FREER'S MFG. CO. LTD.

6/7 Norton Folgate, Bishopsgate  
London, E.C.

Phone: Bishopsgate 2209.

A LIFE INCOME OF AT LEAST £26 PER ANNUM  
for an initial outlay of £24.

### OUR PENNY PERSONAL WEIGHING MACHINE

can be placed in the smallest compass and moved like a chair

Will weigh up to 24 stone (3 stone more than any other machine on the market).

#### THE IDEAL WEIGHER FOR THE CHEMIST.

Send for full particulars and illustrated list to:

SHEFRAS'S NOVELTY CO. (Est. 1899)

2, 4, 6 CAMBRIDGE ROAD, LONDON, E.1.

Telephones: East 5143, 1277. Telegrams: Gymozelos, Edo.

### GILLETTE BLADES 27/9 27/3

per Box 10 Box Lots

EVER READY 5's and 10's  
Packets  
26/6 per Box.

VALET 1 Box at 36/-  
3 bxs. 5's at 34/3  
For Razors and ACCESSORIES  
send for Special List.

MYATT 16/8 per Box.

ECLIPSE BLADES 21/9 Box

TWINPLEX STROPPERS, 12/6 Models 8/9; 21/- Models 14/9

STAMBOIS STROPPERS, for Gillette, Auto & Ever Ready, 21/- doz.

All Prices Nett, Prompt Cash. Post Paid. Send for Price List.

DARWIN For Gillette, Valet,  
and Ever Ready.  
29/3 per Box.

3/- for 10 pckt. 1/6 for 5 pckt.

SOUPLEX Gillette type  
19/- per Box, 17/- 10 Box lots.

WANIE or NEISO 10/6 per Box.

35/- ROLLS RAZOR 26/3

7, Charterhouse Buildings, London, E.C.1.

Also at LEEDS, GLASGOW, DUBLIN and BELFAST

### STA M B O I S

SAFETY BLADE SERVICES

7, Charterhouse Buildings, London, E.C.1.

Also at LEEDS, GLASGOW, DUBLIN and BELFAST

# HINDS

## *Honey & Almond*

# CREAM

*Everybody uses more  
That's why you sell  
more*

## HINDS

### HONEY & ALMOND CREAM

Hinds is so much more than a toilet cream. It has a hundred uses, and the public is being educated to them all.

Watch Hinds' advertising. Two hundred million impressions of it in the Daily Mail, Daily Express, Daily Mirror, Daily Sketch, Star, Evening News, Good Housekeeping, Woman and Home, Home Notes, Woman's

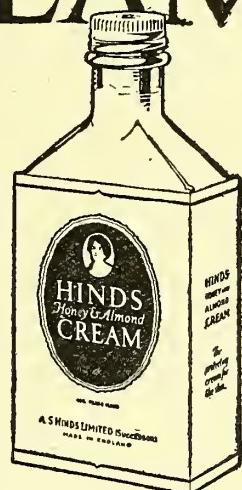
World, Modern Weekly, Woman's Pictorial are telling the public of these uses—these many reasons for buying this wonderful cream.

Hinds is a steady seller right through the year. Your share of its fast-rising sales is waiting for you—waiting till you tell the public, through your window, that you stock it. It pays to display Hinds.

*From all Wholesalers*

*Write for Special Display Terms.*

*Distributors : LYSOL LIMITED, RAYNES PARK, S.W.20.*





## TOOGOOD'S PREPARATIONS FOR THE HAIR

			2½	4	8 oz.	Packed in Panel White Flat as per illustration 3372.		Packed in N.P. Domed Sprinkler Cap Bottle as per illustration 4391.
2539	Bay Rum ... ...	6/6	8/6	13/6	...	15/6	doz.	
3372	Bay Rum and Cantharides	6/6	8/6	13/6	...	15/6	,	
4420	Bay Rum and Capsicum Hair Tonic ... ...	6/6	8/6	13/6	...	15/6	,	
3373	Bay Rum and Quinine ...	7/6	10/6	17/-	...	20/-	,	
3374	Bay Rum, Rosemary and Jaborandi Hair Tonic ...	6/6	8/6	13/6	...	15/-	,	
4421	Bay Rum, Rosemary and Quinine Hair Tonic ...	7/6	10/6	17/-	...	20/-	,	
4140	Rosemary and Camomile Hair Wash ... ...	6/6	8/6	13/6	...	15/6	,	
3599	Rosemary and Cantharides Hair Wash ... ...	6/6	8/6	13/6	...	15/6	,	
4143	Rosemary and Quinine Hair Wash ... ...	7/6	10/6	17/-	...	20/-	,	
4434	Rosemary, Capsicum and Quinine Hair Tonic ...	7/6	10/6	17/-	...	20/-	,	
3700	Rosemary, Jaborandi and Quinine Hair Tonic ...	7/6	10/6	17/-	...	20/-	,	

Customer's Name free on orders of 3 dozen of a kind—assorted sizes.

MANUFACTURED BY

WILLIAM TOOGOOD LIMITED  
77 SOUTHWARK STREET - - - LONDON, S.E.1



**Special 60-day offer  
from January 23rd  
to March 23rd**

**T**HE greatest soap-selling opportunity ever available to retailers.

To enable you to offer this bargain, we will fill your orders on the basis of 4 dozen free with each gross, giving you the same percentage of profit on a greatly increased volume.

Also we will adjust your present stock by sending you 4 free tablets for each dozen on hand.

*This offer is backed by the Greatest Advertising Campaign ever given to any toilet soap in Great Britain—pages, half-pages and other large spaces in all leading papers.*

Already the largest-selling toilet soap, Palmolive will make record-breaking sales during these 60 days.

Special window-bills, display material, etc., on request.

Place your order at once—fill up your windows—and get your share of this profitable business.

# PALMOLIVE

THE PALMOLIVE COMPANY (OF ENGLAND), LTD., 21/23 EAGLE STREET, LONDON, W.C.I.

# *Don't Compare the FIRST Profit!*



The biggest chemists in England link their reputation to ours. *Link your reputation to ours* and our advertising and display matter. The latter is yours for the asking.

Pocket	Shingle	Universal	Junior
3/6	4/9	5/9	7/6
Popular	Standard	Extra	
10/6	15/-	18/6	

For particulars of generous trade discounts write to your wholesaler.

You know that regular sales and repeat orders are the backbone of your business.

Certain brushes may show you a long profit on the first sale, but what else? And it will probably be only a very occasional sale because there is nothing special about the brush to create regular customers for you. Whereas there is no argument about stocking and selling the 'MASON PEARSON'.

The following facts are irrefutable:—

The 'MASON PEARSON' is the only RUBBER CUSHION BRUSH ON THE MARKET WHICH WAS INVENTED AND PATENTED by MASON PEARSON in 1885.

Since then there have been inferior imitations which try to give the impression that they also were in existence 40 years ago. This is not correct. THE 'MASON PEARSON' WAS THE ORIGINAL AND IS STILL THE BEST.

The 'Mason Pearson' during these 40 years has built up a reputation for unequalled quality. It is this reputation which makes it so easy for you to sell 'Mason Pearson' Brushes. The 'Mason Pearson' is the brush they buy regularly because one satisfied purchaser recommends it to many friends.

This is how the 'Mason Pearson' brings constant business, which shows you a hundred times more profit at the end of the year than the spasmodic profit you may make on inferior brushes.

## MASON PEARSON HAIR BRUSH

5 for  
1/8  
  
10 for  
3/4

We make no exaggerated claims on behalf of our product, but instead we sell

**"ECLIPSE"**  
(Gillette Type)  
SAFETY RAZOR  
BLADES

under a definite money-back guarantee of satisfaction, particulars of which will be sent on request.

**EVERY CHEMIST SHOULD STOCK THEM.**

1 Box	100 Blades	at £1 2 3 per box
5 Boxes	"	at £1 1 8 "
10 "	"	at £1 0 10 "

Terms: Monthly, less 2½%. Carriage paid on 3 box lots and above.

**JAMES NEILL & CO. (Sheffield) Ltd.**  
Crucible Steel Manufacturers,  
NAPIER STREET - SHEFFIELD.

**"ODENTIC"**  
PLATE  
BRUSH

From all  
Wholesalers.

Manufacturers:  
**W. R. Speer & Son**  
(EST. 100 YEARS)  
215 DALSTON LANE, LONDON, E.8

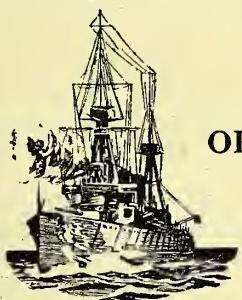
**G. B. KENT & SONS, LTD.**

Are known the World over as the Largest Manufacturers of

**BEST  
BRITISH  
BRUSHES**

Please write for full Particulars to—

**75 FARRINGDON ROAD, E.C.1.**



OR



**YOU CAN'T SELL BATTLESHIPS!!  
BUT DO YOU PUSH PRODUCTS THAT  
INVOLVE AN EQUAL EXPENDITURE?**

Recent statistics prove that

**WOMEN SPEND MORE ANNUALLY  
ON THEIR MAKE-UP THAN THE  
GOVERNMENT DOES ON WARSHIPS.**

**OUR "CONNOISSEUR" AND  
"LA SIRENE" SERIES**  
WILL ENABLE YOU TO PROFIT BY THIS.

**NEWBERYS**

CHARTERHOUSE SQUARE

CARDIFF LIVERPOOL  
Crichton Place School Lane

## NURSE HARVEY'S MIXTURE

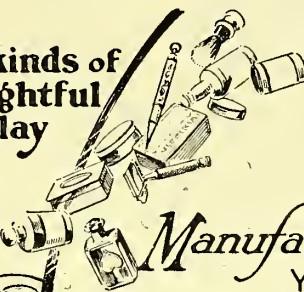
A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

**OSCAR SCRUTON & CO., YORK**

All kinds of  
thoughtful  
display



*Manufacturers!*

YOUR GOODS  
DISPLAYED & SOLD  
TO BEST ADVANTAGE

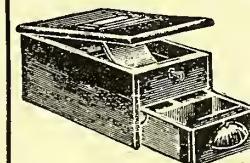
"**STAND-SHOWCARD**"  
NEW PATENT

In one piece!  
Self-fixing!!  
Packs flat!!!

Over 1,000,000 in use

*The SHOWCARD  
SPECIALISTS*  
27 Goswell Rd, London, E.C.I.  
'Phone: Clerkenwell 4283

*Let us design  
and quote you.*



## THE "OXON SAFE"

(Guaranteed 5 years)

A CASH TILL, in Solid Mahogany,  
4 compartments, one fitted with  
note clip. 17½" x 9" x 8".

Rolls 37" wide. **60/-** Catalogue CD2  
on request.

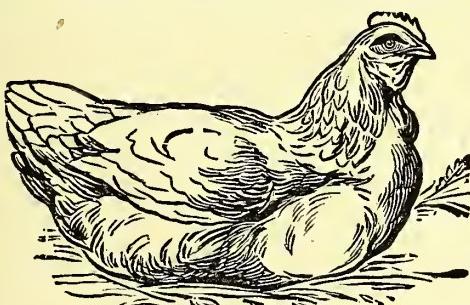
E. BERG, LTD.,  
336 OLD STREET, E.C.1

**CLEAR OUT** your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICE for Old Films (damaged or expired); Packet Papers; Cards (any sizes). Old Photo Goods or Cameras. Bro-mide Papers, Plates. Send any goods in the photo line. I buy all, good or bad. Films expiring 1928, all 2½ x 3½ 45% less Retail Price, other sizes 50%.

Cash per return. **S. E. HACKETT, 23 July Rd., Liverpool**



## WATERGLASS FOR PRESERVING EGGS

BEFORE ORDERING YOUR SEASON'S SUPPLY WRITE  
TO US. WE ARE THE LARGEST PACKERS BEST  
QUALITY GLASS. PERFECTLY SOUND PACKAGES.

Chemists' "Own Name" Labels

ATTRACTIVE SHOW MATTER

**TOMLINSON & HAYWARD, LTD., 51 Newland, LINCOLN**

# EVERY Chemist can make £5 to £10 a week out of ASPRO. No effort or time required — just put in an ASPRO Window Display



## LOOK WHAT CHEMISTS SAY

appeared in the advertisement. Demonstrated results are always better than statements, so we herewith give copies of letters received from chemists who are featuring ASPRO Window Displays. They tell their own story.

Messrs. Gollin & Co. Pty. Ltd.

Dear Sirs,—I have pleasure in enclosing for your inspection a photograph of ASPRO display. This display has been entirely successful except winning a prize in the competition which is yet to be judged. Apart from that I am well pleased with the results. Taking into consideration that ASPRO is extensively advertised and has become a household word with people, I think that when I state that the sales almost doubled themselves that this fact is worth recording. Over and over again they are being bought by those who have once taken them. This in short is eloquent testimony of their worth. That they do what you claim I have no doubt, and however critics may argue their composition ASPRO remains pre-eminent, or, as I show in the window, "the best by every test." Faithfully yours —

P.S.—In fairness to ASPRO I should state that ASPRO Customers are frequently customers for other goods. Ver. Sap.

Gentlemen,

Nov. 18th, 1927.

I shall be pleased to receive special show matter for the John Bull Competition AT ONCE as I am going to give your goods a show.

My sales this year so far have averaged about 1 gross a week, not bad for a retail shop. Previously I did not sell 2 gross bottles of Aspirins a year.

I trust, however, the window display will improve sales to our mutual advantage.

Yours truly, —

BOW.—The sales have doubled.

ASPRO consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: **GOLLIN & Co. Pty. Ltd. (Aspro Dept.), SLOUGH, Bucks.**

No proprietary right is claimed in the method of manufacture or the formula.

Phone: Slough 608.



**WRITE  
FOR THIS  
FREE DISPLAY  
TO-DAY**

Chemists are realising the fact that by devoting their window display to advertised goods they are sharing the

goodwill of about £10,000,000 worth of advertising yearly. ASPRO is perhaps the best demonstration of this principle that England has seen. ASPRO spends £200,000 a year in advertising and is increasing its appropriation as sales grow. The chemist who places the ASPRO Window Display in his window gets the benefit of the advertising just the same as if his own name

EDGW ARE.—The window has proved a good selling one as it has raised the sales of ASPRO from 1 dozen to a gross (during the fortnight the window was in) counting two small ones as one big one, and is still selling them. This speaks for itself.

TOTTENHAM, N.15.—We are pleased to say that the display, coupled with the extensive and powerful advertising of the product has created quite phenomenal sales, probably three times as much as normal being sold.

WOKING.—The sales of this article went up 50%,

# For PROFIT and GOOD CUSTOM!

We are spending thousands of pounds helping you sell these lines which yield you  
**HANDSOME PROFITS**  
 and **QUICK SALES**

**WIDELY ADVERTISED  
TO THE PUBLIC**

**Potter's Asthma Cure**  
**Potter's Asthma Cigarettes**  
 P.A.T.A. 1/6.      Dozen 14/-

**Potter's Asthma Smoking  
Mixture**

P.A.T.A. 9d.      Dozen 7/-

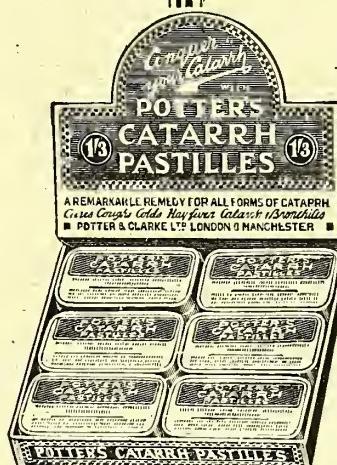
**Potter's Catarrh Pastilles**  
 P.A.T.A. 1/3.      Dozen 11/-

Packed in beautiful Show Outers. Showcards  
for Counter and Window Display with all orders.

**POTTER &  
CLARKE LTD.**  
**60/64, Artillery Lane,  
LONDON E.I.**

Telephones :  
BISHOPSGATE 1033-4-5.

Telegrams :  
"HOREHOUND, PHONE, LONDON."



24 Luna Street.  
Gt. Ancoats.  
MANCHESTER

Telegrams :  
"HOREHOUND, MANCHESTER."  
Telephone :  
CITY 6048.

Telegraphic Address: "CRESSWELL, HOLB., LONDON."

Telephone: No. 1432 Holborn.

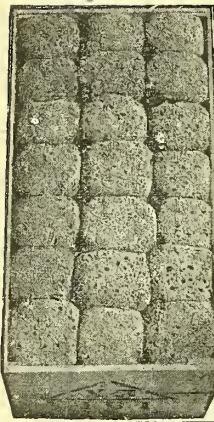
# THE SPONGE HOUSE

INTERNATIONAL SPONGE IMPORTERS, LIMITED,  
CRESSWELL BROTHERS BRANCH

Sponge Importers, Exporters and Merchants, and Chamois Leather Dressers,  
18 and 19 RED LION SQUARE = = = LONDON, W.C.1  
WITH THE LARGEST STOCKS OF ALL SPONGES IMPORTED DIRECT BY US FROM THE FISHERIES AT LOWEST PRICES  
WE INVITE COMPETITION.

UNBLEACHED MEDITERRANEAN SPONGES in Original Cases. .

THE CONTENTS OF THE FOLLOWING CASES WILL BE PRESSED-PACKED AND SENT POST FREE TO COLONIAL AND  
FOREIGN BUYERS WITHIN THE RADIUS OF PARCELS POST.



### HONEYCOMB.

Extra Choice.	
Finest Texture	
and Shape.	
The Pick of all	
the Fisheries.	
Pieces	Average
in Case.	Price per Piece.
300 Toilet at	9d.
250 "	1/-
200 "	1/6
160 "	2/-
140 "	2/6
120 "	3/-
100 "	3/6
90 Medium Bath	4/6
80 "	5/6
72 "	6/6
60 "	7/6
45 Large "	8/6
30 "	10/6
24 "	12/6

### HONEYCOMB.

Toilet & Bath.
Good 2nd Quality.

Pieces	Average
in Case.	Price per Piece.
300 Toilet at	9d.
180 " at 9d.	
170 " 1/-	
160 " 1/2	
160 " 1/6	
150 " 1/9	
140 " 2/-	
140 " 2/6	
120 " 3/-	
120 " 2/6	
110 " 3/-	
90 " 3/6	
80 " 4/-	
75 " 4/6	
70 " 5/-	
65 " 5/6	
60 " 6/-	

### HONEYCOMB

3rd Shape.	
Toilet and Bath.	

Largest Sponges obtainable at the prices.	
Pieces	Average
in Case.	Price per Piece.
250 "	6d.
200 "	8d.
180 "	9d.
180 "	1/-
160 "	1/3
140 "	1/6
120 "	1/9
100 "	2/-
90 "	2/6
80 "	3/-
70 "	4/-
60 "	5/-
50 "	6/-
45 Large	7/6
30 "	8/6
24 "	9/6

### FINE TURKEY

#### CUPS.

1st Quality.	
PICKED SHAPES.	

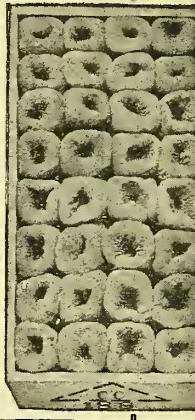
Average	
Pieces Price	
in per Case.	
300 at 1/-	
250 " 1/3	
200 " 1/6	
175 " 1/9	
150 " 2/-	
140 " 2/6	
100 " 3/-	
90 " 3/6	
80 " 4/-	
70 " 4/6	
60 " 5/-	
50 " 6/-	
45 Bath	6/6
36 " 4/-	
30 " 5/-	
24 " 5/-	

### FINE TURKEY

#### SOLIDS.

SELECTED	
SHAPES.	

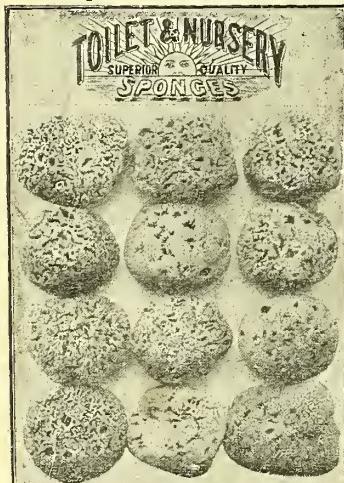
1st Quality.	
Average	
Pieces Price	
in per Case.	
200 at 1/-	
150 " 1/6	
100 " 1/9	
80 " 2/-	
70 " 2/6	
60 " 3/-	
50 Bath	6/6
36 " 4/-	
30 " 5/-	
24 " 5/-	



### LOOSE GOODS DEPARTMENT.

SPONGES IN SMALL PACKAGES Fine Turkey, Fine Egyptian and Honeycomb. In 1st, 2nd and 3rd Qualities. Bleached or unbleached (state which in ordering). On strings of 1 dozen pieces, or loose in bags. At per doz.: 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s., 30s., 36s., 42s., 48s., 54s., 60s., 66s., 72s. Bleached Cuban. At per String or Dozen. Wool, Grass, Yellow and Fine. 1s., 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s.

## CARDED AND BOXED SPONGES



### SERIES A :

#### Honeycomb Sponges.

No.	Pieces	Per
	on card.	gross.
1 ld. Retail	12	8/-
2 2d.	12	16/-
3 3d.	12	24/-
4 4d.	12	32/-
6 6d.	6	48/-
9 9d.	6	72/-
12 1/-	6	96/-
18 1/6	6	144/-
24 2/-	6	192/-
30 2/6	6	240/-

### SERIES C :

#### Grass Sponges.

No.	Pieces	Per
	on card.	gross.
1 ld. Retail	12	7/6
2 2d.	12	15/-
3 3d.	12	22/6
4 4d.	12	30/-
6 6d.	6	45/-
9 9d.	6	67/6
12 1/-	6	90/-

### SERIES B :

#### Turkey Sponges.

No.	Pieces	Per
	on card.	gross.
1 ld. Retail	12	8/-
2 2d.	12	16/-
3 3d.	12	24/-
4 4d.	12	32/-
6 6d.	6	48/-
9 9d.	6	72/-
12 1/-	6	96/-
18 1/6	6	144/-
24 2/-	6	192/-
30 2/6	6	240/-

### SERIES E :

#### Velvet Sponges.

No.	Pieces	Per
	on card.	gross.
1 ld. Retail	12	7/6
2 2d.	12	15/-
3 3d.	12	22/6
4 4d.	12	30/-
6 6d.	6	45/-
9 9d.	6	67/6
12 1/-	6	90/-

### NEW FINE ANCLOTE.

#### For Toilet and Bath, exquisitely soft, very durable.

No. 20	Containing 36 pieces, uniform size	9/- per box
21	24	8/-
22	24	12/-
23	24	18/-
24	24	24/-

### NEW ANCLOTE HONEYCOMB.

#### Velvet Quality. Very soft and durable for Toilet and Domestic Use.

01 Large for money,	36 pieces	9/- per box
02	24	8/-
03	24	12/-
04	24	18/-
05	12	12/-

### SELECTED FINE CUBAN.

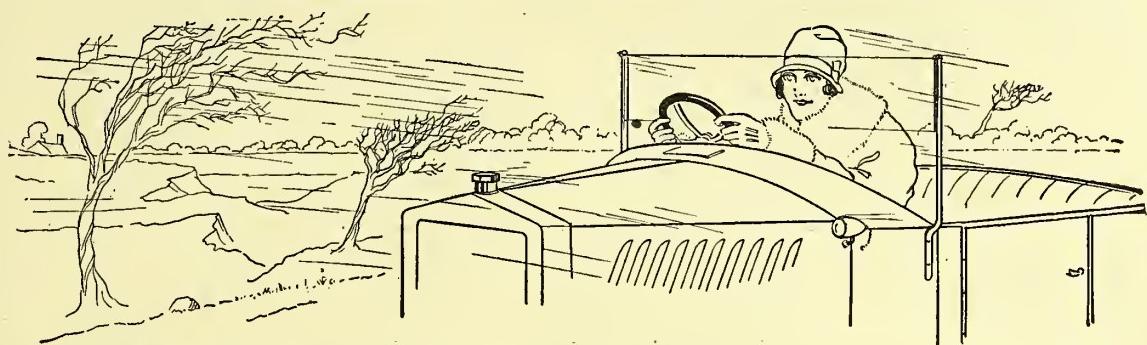
#### For Nursery and Toilet Uses.

AA Round Solids, containing 24 pieces	..	2/- per box
A	12	2/-
B	12	3/-
C	12	4/6
D	12	6/-
E1	12	8/-
E2	12	12/-
E3	6	8/-

### SPECIAL LINE CHEAP CUBAN.

#### Half forms, large sponge for money.

HC 1 Half Shapes, 8 dozen in box	..	12/- per box
2	5	12/6
3	3	10/6



*When cold winds blow  
display 'HAZELINE' CREAM*

The rigour of the present season causes most skins to suffer from roughness and discomfort.

There is a family need for 'HAZELINE' CREAM to guard the skin against wind and weather.



Size  
of card:  
 $12\frac{1}{2} \times 7\frac{3}{4}$   
inches

# 'HAZELINE'

(TRADE MARK)

# CREAM

Of exceptional quality, this preparation keeps the skin smooth and supple in all weathers. Useful for odd knocks and abrasions, and indispensable in every home where there are infants and children.

'HAZELINE' CREAM, issued in convenient collapsible tubes of two sizes, at 7/6 and 15/- per dozen, respectively, and in glass pots, at 15/- per dozen (subject)

Send for this  
Showcard, No. 0970



BURROUGHS WELLCOME & CO., LONDON

Address for communications: SNOW HILL BUILDINGS, E.C.1

Exhibition Room: 54, Wigmore Street, W.1

Associated Houses:	NEW YORK	MONTRÉAL	SYDNEY	CAPE TOWN	MILAN
	BOMBAY	SHANGHAI		BUENOS AIRES	

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AMULETS.

CACHETS & APPARATUS.

CACHOUS.

CAPSULES.

CHANTICLEER PASTILLES.

CHAPIREAU'S CACHETS.

CHOCELLÆ.

CINET GOODS.

COMPRESSED TABLETS.

CRYSTADES.

EAU DE COLOGNE.

ESSENTIAL OILS.

EXTRAITS AUX FLEURS

FIZZLETS. (*Suspended.*)

FLEXETTES.

FLEXOIDS.

FRAGRETS.

JAPADUMS (CINET).

LOZENGES.

LUBRILAX.

NORETS.

NOSTRONES.

ORIFORM LOZENGES.

OTTOLETTES.

PASTILLES.

PERFUMES.

PERFUMETTES.

PERLES.

POMADES (FLORAL).

POT POURRI (CINET)

PULVELLÆ.

REFRESHLETS.

ROSE WATER.

SACHETS.

SYNTHOROSE.

TOILET SOAPS.

WALMSLEY CLEANING  
PADS.

ZEPHYR BUTTONHOLES.

ZOMBS.

Also Special Agents for

JELLOIDS.

IRON JELLOIDS.

DULCILAX.

MADDOCKS' PERFUMERY.

HENDRIE'S

"

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6 Nile Street, City Road, London, N.1

Telephone : CLERKENWELL 2452.

Telegrams : "WARRICKERS NORDO, LONDON."

CORRESPONDENCE FROM OVERSEAS SOLICITED.



## A WEEKLY JOURNAL OF PHARMACY AND OF THE CHEMICAL AND DRUG TRADES

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

### SUBSCRIPTION RATE

TWENTY SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single copy, 9d., post free; *Diary*, 10s., post free. Postal Orders and Cheques should be crossed "Bank of Liverpool and Martins, Ltd."

TERMS FOR ADVERTISING may be obtained on application to:  
Head Office: 42 CANNON STREET, LONDON, E.C.4  
(Telegrams: "Chemicus, Cannon, London." Telephone: Central 3617.)

Branch Offices  
 4 Cannon Street, Manchester. (Tel.: City 52.)  
 54 Foster's Bldgs., High St., Sheffield. (Tel.: 22458.)  
 19 Waterloo Street, Glasgow. (Tel.: Central 2329.)  
 Melbourne and Sydney, Australia.

### Contents

No. 3	Series 2502	Vol. 108	
Almanacs & Calendars	63	English News .....	61
Bankruptcy Reports	67	Festivities .....	74
Birmingham Analyst's Report	64	Information Department .....	76
Births .....	76	Insurance Act Dispensing .....	82
Business Changes .....	66	Irish News .....	62
C. & D. Commercial Compendium .....	95	Italian Foreign Trade .....	85
Canadian Notes .....	53	Legal Reports .....	66
Chemists in British West Africa .....	72	Marriages .....	76
Coming Events .....	61	Modern Shop Signs .....	71
Coming Pharmacists' Prospects .....	65	Observations and Reflections .....	77
Company News .....	66	Personalities .....	74
Corner for Students .....	81	Pharmaceutical Society of Ireland: Council Meeting .....	68
Correspondence:— Letters .....	92	Annual Dinner .....	69
Legal Queries .....	94	Proprietary Articles	
Miscellaneous Inquiries .....	94	Trade Association .....	63
Deaths .....	76	Retrospect .....	94
Editorial Articles:— Chemists as Wine Retailers .....	78	Safeguarding of Industries Inquiry .....	85
Seeds and Oils .....	79	Sandalwood Oil .....	81
Interesting Purchase .....	80	Scottish News .....	62
Ultra - Violet Therapy .....	80	Trade Marks .....	75
		Trade Notes .....	75
		Trade Report .....	86
		Wills .....	67
		Winter Session .....	65

### Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

#### Wednesday, January 25

Pharmaceutical Society of Great Britain, 36 York Place, Edinburgh, at 8 p.m. Lecture with experimental and lantern illustrations on "The Inner Structure of the Atom," by Rev. James Patrick, M.A., B.Sc., D.D. (Thomson Lecturer in Natural Science, Aberdeen, 1927-28).

Pharmaceutical Society of Great Britain (Exeter Branch), 17 Bedford Circus, Exeter, at 3 p.m. Meeting.

Pharmaceutical Society of Great Britain (Portsmouth Branch), Southsea Club, Kent Road, Southsea, at 3 p.m. Mr. F. Hemming, Ph.C., on "Dispensing Problems."

#### Friday, January 27

Edinburgh Chemists', Assistants' and Apprentices' Association, 38 York Place, at 8 p.m. "Fruits" (with lantern illustrations), by Mr. Eric Knott, Ph.C., F.C.S.; "Bread and Butter," by Mr. Charles W. Young, Ph.C.

Pharmaceutical Society of Great Britain (Cheltenham Branch), Georges Restaurant, High Street, Cheltenham, at 8.15 p.m. Address by Mr. E. T. Neathercoat on "Pharmaceutical Problems."

LONDON (WESTERN) PHARMACISTS' ASSOCIATION.—A dance will be held at the Portman Rooms, Baker Street, W.I., on February 2, at 8 p.m. Tickets (6s. 6d. each) from the secretaries.

### English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### British Fine Chemical Industry

Colonel Sir Edward Brotherton, Bt., D.L., LL.D., in the course of an article on "Strides in Chemical Industry" in the "Yorkshire Post Trade Review," states that: "In the fine chemical industry where the operation of the Safeguarding of Industries Act might have been assumed to give conditions helpful to trade, there is less activity than would have followed the establishment of that principle of assessing the duty which is in operation in other countries. It is popularly supposed that chemical products scheduled under this Act are protected to the extent of 33½ per cent. of the home price or the price in the country of origin. This is not, however, the fact. Large importations of fine chemicals are being continuously made at invoice prices which are little more than one-half the home price, or the price in the country of origin. The consumer in this country does not derive any benefit from such importations. The State loses part of the duty, and the home trade is not adequately safeguarded. It seems reasonable to anticipate an amendment of the Act, whereby the home price or the price of the country of origin shall form the basis for assessment of duty."

### Imported Honey

The standing committee set up under the Merchandise Marks Act to deal with applications concerning agricultural and horticultural produce recommend that an Order in Council should be made requiring all containers of imported honey, whether extracted or in the comb, to be marked with an indication of origin. They do not consider it necessary that a requirement of marking should extend to the time of importation, or to the time of exposure for sale wholesale. They further recommend that the proposed Order should extend to all blends or mixtures of honeys from different countries, and that the indication of origin to be prescribed should be, at the option of the person applying the indication, either: (a) In the case of honey derived entirely from countries within the Empire, the word "Empire," and in the case of honey derived entirely from foreign countries, the word "foreign"; or (b) a definite indication of all countries of origin of the honeys forming the blend or mixture; or (c) the words "Blended imported." It is suggested that the last of these alternative indications should be equally applicable to every possible blend or mixture of honey, even though it contain United Kingdom honey. The Committee suggest that the Order in Council should come into force for wholesale after three months and for retail after six months.

### Inquests

An inquest on Harry Pace, sheep farmer, Fetterhill, Coleford, Gloucestershire, who was at one time treated at Gloucester Royal Infirmary for arsenical poisoning, was opened at Coleford on January 16, and was adjourned till February 16.

The death of Mr. Bertram Cecil Skipworth, chemist and druggist, Grantham (reported on p. 76 of this issue), was the subject of an inquiry opened on January 11, when the deceased's brother-in-law stated that Mr. Skipworth had latterly been in good health and spirits. The inquest was adjourned. At the resumed inquest on January 18, Mr. S. E. Trotman, public analyst, said that he found in the contents submitted to him 3 gr. of hydrocyanic acid. The jury returned a verdict that Mr. Skipworth died from taking hydrocyanic acid, the foreman saying that they rejected altogether any idea of suicide, and they desired to tender their sympathy with his widow and daughter.

### Birmingham

Shiplifting cases still continue to appear in the police courts.

A local recommendation of chamomile water for the hair (half an ounce of the flowers to a quart of boiling water) has set up a small run on this drug.

Professor Haworth, of Birmingham University Chemical Department, has received an invitation to give a series of lectures on carbohydrates at the University of Basle.

Mr. S. R. Carter, D.Sc., F.I.C., who is the son of a pharmacist, showed a very extensive series of indicators, ancient and modern, on the occasion of the vice-presidential address (on "Indicators") before the University of Birmingham Chemical Society, on January 16.

### Manchester

Mr. Alfred Wild, the Northern representative of James Townsend & Sons, printers, Exeter, has removed from Worsley to 71 Middleton Road, Higher Crumpsall, Manchester.

On January 6, Cussons, Sons & Co., Ltd., Kersal Vale Works, Manchester, entertained 400 employees to a dinner, concert and dance at the Houldsworth Hall, Manchester, in celebration of the twenty-first birthday of Mr. Leslie Cussons, elder son of the chairman and managing director. During the course of the evening a presentation took place, and after Mr. Lee had made a congratulatory speech, Miss Williamson, the oldest employee, and Mr. Bellman, the oldest male employee, presented to Mr. Leslie Cussons on behalf of the employees a gold wristlet watch and a fitted dressing case. An enjoyable evening concluded with a vote of thanks to Mr. and Mrs. Cussons.

### Sheffield

A further outbreak of small-pox has occurred in the city.

Mr. J. E. Crowe has taken charge, as superintendent, of the afternoon schools of St. Cuthbert's Parish.

Mr. H. T. Charnock, chemist and druggist, is commencing business at 6 Meadow Hall Road, Wincobank.

### Miscellaneous

**POISON-LICENCE APPLICATION.**—Mr. William C. Spatchet, nurseryman, Market Square, Buckingham, has applied for a licence to sell agricultural and horticultural poisons.

**FIRE.**—The business of Mr. W. V. Rollings, chemist and druggist, High Town Road, Luton, was damaged by a fire which broke out on January 12, a large part of the stock being destroyed. The cause of the outbreak is unknown.

**SALE OF FOOD AND DRUGS ACTS.**—At Old Street Police Court, London, recently, Giro Vecchione, Hoxton Street, N., was ordered to pay £1 1s. costs on each of four summonses for having sold cordials containing respectively 1.8 gr., 2.2 gr., 2.9 gr., and 2 gr. of salicylic acid to the pint.—At the same court Charles Maladine, Weymouth Terrace, E., was ordered to pay £1 1s. costs in respect of a sale of vanilla flavouring containing 2.5 gr. of salicylic acid to the pint.—At Birkenhead, recently, Elizabeth Maher, Laird Street, was fined 10s., with costs, for selling an artificial vinegar as malt vinegar.

**IN THE COURTS.**—At Surrey Quarter Sessions, on January 3, Ethel Brooks was sentenced to twelve months' hard labour for obtaining the sum of £1 by false pretences from Mr. T. E. Wilmshurst, chemist and druggist, Redhill.—At South-West London Police Court, on January 13, Annie Bolton and Howard Barron were committed for trial on charges of unlawfully supplying noxious drugs (*C. & D.*, January 7, p. 6). Bail was allowed.—At Bolton Police Court, recently, Edward Gardner (25) was bound over on a charge of having obtained money by false pretences from Mr. J. R. Massey, chemist and druggist, 91 Bradshawgate. It was stated that an arrangement had been made to repair a sun blind, and that with money supplied by Mr. Massey the accused purchased the necessary canvas but disappeared with it.—At Stratford (Essex) Police Court, on January 16, Edward Roberts (30), of no fixed address, and Grace Golding (44), widow, Mayville Road, Leytonstone, were remanded on a charge of breaking into the premises of Mr. L. Matthews, chemist and druggist, 513 High Road, Leytonstone, London, E.11, and stealing goods valued at £60 15s. 4d.

## Irish News

### Brevities

While engaged in his dispensary at Dundalk, county Louth, Dr. Charles McDonnell, aged 34, tuberculosis officer for the county, accidentally drank a glass of water containing strichnine. At the inquest on January 17 a verdict of "Death from misadventure" was returned.

Arising out of complaints as to inconvenience caused to importers by reason of the fact that Customs forms and stamps were not obtainable at the Customs Station, the Free State Revenue Commissioners informed the Dundalk Urban Council that the forms were on sale at the stations, and the stamps at post offices. The Council decided to inform the Commissioners that the entry of a consignment of drugs had been delayed a week and the person objected to the duty which had been assessed, claiming that the assessment had been done at random.

The following drugs, perfumery, medicines, druggists' wares, etc., were imported into the Free State during the nine months ended September 30, compared with the corresponding period of 1926:—

	1927		1926	
	Quantity	Value	Quantity	Value
Boric acid .. ewt.	191	£ 393	746	2,352
Acids, other ..	5,121	6,473	4,776	6,660
Cream of tartar .. "	3,582	15,085	3,696	13,792
Ammonium compounds ..	729	1,818	663	1,567
Perfumery containing spirit .. lb.	24,234	8,482	47,424	16,590
Other perfumery ..	357,922	54,259	346,319	54,107
Medicines and preparations, dutiable ..	—	81,474	—	84,151
Medicines and preparations, non-duty ..	—	154,792	—	147,477
Druggists' wares ..	—	25,953	—	27,596
Linseed oil (unrefined) cwt.	7,787	14,402	7,053	14,160
Linseed oil (refined) ..	10,395	20,123	7,018	14,461
Castor oil .. "	2,858	13,331	2,991	11,719
Totals .. ..		£396,585		£394,632

## Scottish News

### Brevities

Mr. George Duncan, chemist and druggist, Dufftown, has been appointed a justice of the peace for Banffshire.

Ex-Provost Robert Aitken, chemist and druggist, Dunbar, has been appointed a justice of the peace for East Lothian.

In the Sheriff Court at Dumbarton, on January 13, Jean Dougan, employed as a shop assistant in the Medical Hall, Duntocher, was charged with having sold to an inspector a certain ointment which contained a poisonous alkaloid, which was a poison within the meaning of the Pharmacy Acts, she not being a qualified chemist and druggist. This being a second offence, Sheriff Menzies imposed a penalty of £3, with 25s. expenses, or 20 days.

### Glasgow

Mr. W. E. Brown, 59 Gateside Street, Hamilton, will represent Samuel S. Goldberg, chemists' sundriesman, 57 Hope Street, Glasgow, C.2.

Mr. William J. Gaul, chemist and druggist, has purchased the business at 72 Henderson Street, Glasgow, N.W., lately owned by Mr. John Coutts.

A whist drive and tea was held in the rooms of the Glasgow Pharmacy Club, 165 Hill Street, on January 10. The attendance, owing to the festive season, was smaller than usual. Mr. W. J. Moffat, president of the Club, presided, and Mr. A. M. Chisholm acted as master of ceremonies. The prize-winners were:—Ladies, (1) Mrs. Donald Dick, (2) Mrs. Gee; gentlemen, (1) Mr. Alex. MacSween, (2) Mr. Peter M. Duff. Consolation prizes were awarded to Mrs. Stewart and Mr. A. Coutts. The prizes, the gift of Miss K. MacLean and the Icima Co., Ltd., were presented to the successful players by Mrs. J. W. Downie.

## Proprietary Articles Trade Association

THE quarterly meeting of the P.A.T.A. Council was held on January 12 at the Hotel Russell, London, W.C.1, the president (Mr. F. J. Smith) in the chair. The president extended a welcome to the two new members of the Council, Mr. E. C. Cripps (Allen & Hanburys, Ltd.) and Mr. B. Richardson (Thos. Christy & Co.). The president's motion that the thanks of the Council be accorded to Mr. Powell and Mr. Page Woodcock for their past services to the Association was adopted.

*Executive Committee's Report.*—The report of the Executive Committee referred to the success of the propaganda meetings held during the past quarter in various parts of the country, at which members of Council and the secretaries had been present as speakers. The Committee were satisfied that these meetings are serving a very useful purpose. The report also referred to a suggested arrangement for controlling, outside the Association, the prices of certain non-P.A.T.A. proprietary articles. Other matters of a private nature were dealt with, and the report was adopted.

*Selection of Officers.*—The nomination of Mr. Alfred Higgs as president was proposed by Mr. Rowsell, who said that Mr. Higgs had done splendid work on behalf of retail chemists. He had been a strong protagonist of "Face Value," and, as chairman of the Retail Section of the P.A.T.A., had rendered yeoman service to the Association. The experience of Alderman Higgs, who had been in business for himself for fifty years, would now be placed at the service of the Association. The nomination was seconded by Mr. Ridout on behalf of the Manufacturers' Section, supported by Mr. S. Watson on behalf of the Wholesale Section, and carried unanimously.

Mr. Higgs then took the chair, and, in thanking the Council for the honour conferred upon him, said that the occasion constituted a "red-letter day" in his life. He intended during his year of office to devote special attention to securing an increase in the membership of the retail trade. Mr. Higgs then paid tribute to the exceptional services rendered to the Association by Mr. Smith during his year of office—a year which had been remarkable in the history of the Association and characterised by special difficulties. No president could have served the Association better than had Mr. Smith, whose impartiality, ability, courtesy and business acumen were fully appreciated by all his colleagues on the Council. He proposed that a very hearty vote of thanks be accorded to Mr. Smith for his services to the P.A.T.A. during his year of office. The motion was seconded by Mr. Birks and supported by Mr. Godber. The vote of thanks was suitably acknowledged by the outgoing president.

The Council then elected the following officers : Vice-Presidents : Messrs. Ridout (manufacturers), S. Watson (wholesale), J. Milner (retail). Hon. Treasurer : Mr. A. T. Webb (May, Roberts & Co., Ltd.). Executive Committee : The Executive Committee will consist of the president, the vice-presidents, the treasurer, the chairman of the P.A.T.A. Trust Co., Ltd. (Mr. C. H. Ratcliffe), and the retiring president (Mr. Smith), with the following : Manufacturers : Dr. Pilley and Mr. Tyler. Wholesalers : Mr. Birks and Mr. W. L. Edwards. Retailers : Mr. Keall and Mr. Rowsell.

**BANKRUPTCY STATISTICS.** — Returns of the receiving orders and administration orders gazetted in England and Wales for the past three years are as follows :—1925, 4,750; 1926, 4,313; 1927, 4,585. There were fifty-seven bankruptcies among chemists and druggists during last year, an increase of five over 1926, and thirty-three deeds of arrangement, compared with thirty the previous year.

**COMPETITION OF INDUSTRIAL DESIGNS.**—Particulars of the fifth annual competition of industrial designs, to be held at the Imperial Institute, South Kensington, London, S.W., in June, have been issued, and can be obtained from the secretary of the Royal Society of Arts, John Street, Adelphi, W.C.2. Intending competitors must apply to the secretary for the necessary entry forms between May 1 and May 12.

## Canadian Notes

IT IS ANNOUNCED that the new factory of the Sieberling Rubber Co. of Canada, Ltd., at Toronto, will be devoted to the production of druggists' sundries.

**ALKALI PRODUCTION.**—Although Canada possesses large deposits of common salt, her production of the alkalis—caustic soda, soda ash, etc.—does not satisfy her requirements, the total imports of these products for the year ended March 31, 1927, being valued at \$1,285,849. At present caustic soda is produced by only one firm located in Ontario; another firm is the sole manufacturer of soda ash, and for this reason production figures for caustic soda and soda ash are not given separately, but their total value for 1926 was over \$2,000,000. During the fiscal year ended March 31 last imports of caustic soda alone, chiefly from the United States, were valued at \$377,388, and during the same period 1,678,703 lb. of soda ash, valued at \$27,819, was imported, mainly from the United Kingdom and the United States. No sodium bicarbonate is produced in Canada, but for the period under discussion 10,293,567 lb., valued at \$175,688, was imported, mainly from the United States. For the fiscal year ended March 31 last 1,459,285 lb. of Glauber's salt, valued at \$10,454, was imported, chiefly from Germany and the United States. In the same period 82,119,180 lb. of crude sodium sulphate (salt cake), valued at \$644,950, was imported, mainly from the United States and the United Kingdom. Importations of nitre cake amounted to 23,866,694 lb., valued at \$48,550, almost wholly from the United States. In Canada there are three firms producing Glauber's salt, and production in 1925 amounted to 2,883,158 lb., valued at \$33,559. Five firms manufacture salt cake, the production in 1925 amounting to 5,826,702 lb., valued at \$40,878. During the same year 2,855,151 lb. of nitre cake, valued at \$4,833, was produced by two firms. It is evident that with large salt deposits in south-western Ontario, the Malagash field in Nova Scotia, and the McMurray salt beds in Alberta, and with smaller deposits in Saskatchewan and Manitoba, there is a great opportunity in Canada for the expansion and development of the alkali and chemical industries.

## Almanacs and Calendars

(Continued from the C. & D., January 7, p. 10)

PAINES & CO., LTD., malt extract manufacturers, St. Neots, distribute a wall calendar (9½ in. by 6 in.), with bold figures on monthly leaves.

R. BAILEY & SON, LTD., Marriott Street Mills, Stockport, give two photographs of their Steraid dressings on a wall calendar (13 in. by 8 in.), indicating their convenience in use.

J. F. MACFARLAN & CO., 32 Bethnal Green Road, London, E.1, and at Edinburgh, are sending out an attractive wall calendar (12½ in. by 10 in.). There are four leaves and a photograph of a prominent scientist appears on each.

W. H. HOBBS & CO., LTD., essential oil merchants, London, E.C.3, are sending out a desk calendar (6 in. by 8 in.), which can be hung if desired, of an unusual type. The front consists of a bevelled mirror with a movable calendar inserted.

JAMES WOOLLEY, SONS & CO., LTD., manufacturing chemists, Victoria Bridge, Manchester, sent out a strongly made calendar (7½ in. by 6¼ in.), suitable for use on the desk or as a wall calendar. Each daily leaf is furnished with an epigram, and the times of sunrise and sunset are given.

FORD, SHAPLAND & CO., LTD., chemists' printers, Great Turnstile, High Holborn, London, W.C.2, issue a large wall calendar (21 in. by 12½ in.), on which there is a brightly coloured reproduction of a garden in midsummer, produced by their litho offset process. The production is highly artistic and is furnished with bold daily figures printed in red.

## Birmingham Analyst's Report

The report of the Birmingham city analyst (Mr. J. F. Liversege, F.I.C., Ph.C.) for the fourth quarter of the year 1927 states that during this period 1,166 samples were submitted by the food and drug inspectors; of 1,094 samples 22 were adulterated, and of 72 formal samples 7 were adulterated. The comparative adulteration figure—i.e., the number of different vendors selling adulterated samples per 100 samples bought—was 2.1. In the fourth quarters of the previous five years the comparative adulteration figure varied from 0.9 to 3.2. The following are the principal passages of interest in the report:

**Dried Milk.**—The single sample of dried full cream milk was deficient in fat, containing only 24 per cent. instead of at least 26 per cent. as is required by the Dried Milk Regulations, 1923. The sample was unlabelled and so failed to comply with the requirement that it should state the equivalent value of the dried milk as pints of milk. The sample of machine-skimmed milk from the same shop was only marked in pencil "Skinned." The vendor was cautioned. Another sample of skimmed milk was properly labelled and the contents were equivalent to more than the eight pints of skimmed milk declared on the label. It was, however, accompanied by an unsatisfactory advertisement stating: "It won't feed babies. For every other milk purpose it is more convenient than ordinary milk." If the comparison had been made with skimmed milk the statement would have been less incorrect; but dried skimmed milk containing only 0.7 per cent. of milk fat is very inferior to ordinary milk containing about 3.7 per cent. of fat.

**White Pepper.**—Three connected samples were adulterated. These were all sold in penny packets, containing about one-fifth of an ounce, labelled, "genuine white pepper." An informal sample contained 4.9 per cent. of mineral matter. A subsequent formal sample from the same shop had 5.1 per cent., and a formal sample taken at the request of the shopkeeper, in course of delivery, from the wholesale dealer had 4.9 per cent. The wholesale dealer was cautioned and undertook to withdraw the article from sale. He in turn had received a warranty. The firm who packed the article undertook to withdraw it from sale. They had received it with a guarantee from a wholesale house that it was "genuine pepper," and assumed it was genuine white pepper, overlooking the fact that a mixture of black and white pepper may be sold as "pepper" but not as "white pepper."

**Black Pepper.**—Three samples of black pepper corns contained from 4.3 to 4.5 per cent. of mineral matter and 0.1 per cent. of sandy matter, and were passed as genuine. Eight of the 11 informal samples of ground black pepper contained from 4.4 to 6.6 per cent.

**Pudding Spice.**—There is no standard for this article. In some spices, such as nutmeg, mace, allspice and cloves, the sandy matter may be about 0.1 per cent. The mineral matter in the fourteen informal samples examined varied from 5.2 to 7.7 per cent., and the sandy matter in them from 0.72 to 2.5 per cent. The two worst samples were certified as containing 2.3 per cent. and 2.5 per cent. of sand respectively. The vendor was cautioned.

**Syrup of Tolu.**—Syrup of tolu is prepared by heating balsam of tolu with water to remove the odorous constituents, adding sugar to the liquid and dissolving by the aid of heat. The British Pharmacopoeia, 1864, required that 3 lb. of the syrup should contain 2 lb. of sugar (or 66.7 per cent.), and no alteration was made in subsequent Pharmacopoeias till 1914. That edition orders less heat to be used for treating the balsam of tolu, and the resultant liquid to be diluted to 400 millilitres; 660 grams of sugar are to be dissolved in the liquid by the aid of heat, and finally distilled water to be added to produce 1,000 grams. As a millilitre of water weighs a gram, it will be seen that the total weight before the solution of the sugar is 1,060 grams. The official direction, therefore, expects that the heat used will evaporate more than 60 grams of water, and that by making up to 1,000 grams the syrup will contain 66 per cent. of sugar. In practice, less than 60 grams of water is evaporated, and therefore the weight to be diluted to 1,000 grams is

more than 1,000 grams! If the B.P. had required less water to be used at first, or directed the necessary evaporation to reduce the volume, there would have been no difficulty. I am indebted to several wholesale drug houses for information as to the preparation of the syrup.

In each of the Pharmacopoeias the name of the preparation is "syrupus tolutanus," and the earlier Pharmacopoeias gave the corresponding English equivalent as "syrup of tolu," while those of 1898 and 1914 translate the same Latin heading as "syrup of balsam of tolu." The nomenclature is further complicated by the fact that there is a recent preparation, "syrupus tolutanus, B.P.C.," which is prepared by mixing one part of "solution of tolu" with seven parts of simple syrup containing 66.7 per cent. of sugar. This syrup is described as being more aromatic than the B.P. preparation. The editors of the B.P.C. appear to have acted unwisely in using "syrup of tolu" to describe a different article to that so long known by that name. Of these two preparations the B.P. syrup of tolu is fifty years older than the B.P.C. preparation, and is undoubtedly the article which has been in popular use. I do not think the later B.P. term "syrup of balsam of tolu" has been used at all by the public, and it is not likely that there is any knowledge of the B.P.C. preparation. These facts suggest that when syrup of tolu is asked for, the B.P. preparation should be supplied unless the B.P.C. "more aromatic preparation" is specially asked for. I obtained a solution of tolu for making the syrup. It was labelled "To Make Syrupus Tolutanus.—Add 1 fluid ounce to 7 fluid ounces of Simple Syrup." This solution contained no sugar, and a syrup prepared according to these directions would contain only 58.3 per cent. of sugars instead of 66 per cent. intended by the B.P. I consider this label is incorrect and misleading, as it suggests that the syrup so made will be the syrup of tolu of the B.P.

None of the seven samples of syrup of tolu examined last quarter attained the limit of 62 per cent. of sugars suggested above. Their specific gravities varied from 1.257 to 1.295. The earlier B.P. gave the specific gravity of the syrup as 1.330. These samples of syrup differed considerably from one examined in the previous quarter, which contained 67.1 per cent. of sugars and had a specific gravity of 1.330. Each of the seven samples was labelled "syrup of tolu," and it appears probable that some of them, at any rate, had not been prepared according to the B.P., and that the incorrect strength was due to the use of a solution of tolu. Three samples contained from 60.6 to 61.6 per cent. of sugars and approached the minimum. Three others contained from 58.3 to 59.8 per cent., and were of poor quality. One sample contained only 54.7 per cent. of sugars, and was condemned as adulterated, and the vendor was cautioned.

**Vinegar.**—Twenty-three informal samples contained from 3.9 to 4.7 per cent. of acetic acid and were brewed vinegars prepared by fermentation. An informal sample contained only 2.2 per cent. of acetic acid, and a subsequent formal sample from the same shop 3.3 per cent. The sale of such artificial vinegar in Birmingham as "vinegar" is very rare. During the past thirty years only ten previous vendors out of over a thousand have supplied such an adulterated article. The makers of the vinegar who supplied the shop were prosecuted, and fines imposed. The case against the retailer was withdrawn. An informal sample and a formal sample each contained 3.4 per cent. of acetic acid, and were weak artificial vinegar. The shopkeeper declined the offer of the inspector to take a sample in course of delivery from the maker, and was fined 10s. The jar in which it was supplied to the shopkeeper had an interesting label: "Acetic vinegar. Unrivalled for pickling, salad, etc. This is an artificial product and must not be sold for pure malt vinegar." As far as I know, the phrase "acetic vinegar" is a new one, and was probably intended as a declaration which could be pleaded in case of prosecution, but which would not be understood by the retailer selling it.

**Boric Acid Ointment.**—Five informal samples contained from 9.2 to 10.1 per cent. of boric acid and were passed as genuine, the Pharmacopoeia requirement being 10 per cent. An informal sample contained 19.8 per cent., being nearly double the proper strength.

## Associations' Winter Session

**Birkenhead and Wirral.**—A meeting of the Birkenhead and Wirral Pharmacists' Association, convened for discussion of R.P.U. affairs, was held on January 11. The president (Mr. Bernard J. Cooper) occupied the chair, and an excellent attendance of members was recorded. The speaker was Mr. A. E. Young, of the R.P.U. executive, and his address was on *National Health Insurance Affairs*. Mr. Young dealt with insurance work from the initiation of the scheme up to the present position of the drug fund. Mr. Young laid stress on the rapid rise in "frequency of visits" of the patient to the doctor. The apparently large deductions from the accounts from July was due to the fact that accounts were paid in full up to July, and the drug fund had to be taken from January 1926, when it was bankrupt. The large increase in the number of scripts for January and February 1927 also took a heavy toll of last year's account. These deductions are not losses altogether, but are a "reservation of funds" which when economies have been effected will, it is hoped, be placed to the chemists' credit.

**Thames Valley.**—A meeting of the Thames Valley District Pharmacists' Association was held at Kingston-on-Thames on November 23, the president (Mr. Alfred Higgs) in the chair. There was a good attendance to hear an address by Mr. A. T. Tyler, entitled *Some Recollections and Impressions of Pharmacy and Prospects for the Future*. Mr. Tyler, in opening, traced his early memories of pharmacy during his apprenticeship in Brighton. He (the speaker) made nearly every B.P. preparation possible. Prices were then being cut very badly: they had not yet felt the effects of the P.A.T.A. The chemist of to-day must always be ready to improve his business, be ready for changing fashions, and have confidence. Mr. Tyler answered many questions, and a vote of thanks was passed for his address. A vote of sympathy with the relatives of Mr. G. F. Pursey, of Richmond, who died on November 19, was passed.

**Edinburgh.**—The third meeting of the fiftieth session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held at 36 York Place, Edinburgh, on January 11, Mr. James W. Laing (president) in the chair. Under the title *Some Ecological Notes*, Mr. Colin Gunn, Ph.C., gave a lecture on the subject of plant ecology, illustrated by lantern slides. The factors chiefly operating were explained. Characteristic flora in the neighbourhood of Edinburgh under the headings of Blackford Hill, Balerno Moor, Roslin Glen and Aberlady Coast illustrated the factors of environment. At Blackford Hill the slope facing the Braid Burn gave a typical rocky hillside. Balerno Moor, a district where the soil of the moor consisted of dead vegetation of thousands of years ago, was rich in water, carbon and nitrogen. It consisted of an acid humus; only specially adapted plants could live on it, and it was a physiologically dry environment in which xerophytic-like heaths and heather, sedges, rushes, sundew, butterwort and sphagnum could be found. Roslin Glen, on the other hand, presented a typically woodland area showing adaptations to communal life. They had the early flowering lesser celandine and wood anemone, which accomplished this early flowering by using a store of food in the swollen roots or underground stem. The plant in this way avoided the disadvantage of shade from leafy trees later in the season. For the same reason, trees, such as elm, ash, hazel, alder and beech, flowered before the foliage appeared. The dominant trees were oak, ash, birch, beech, etc., with an undergrowth of smaller types, as holly, hornbeam, elder, rowan, hawthorn, and scrambling plants, as bramble, raspberry and rose. The Aberlady Coast, to the east of Edinburgh, was an instance of a saline soil with a special adaptation of characteristic plants. As in the case of moorland, this afforded an example of physiological drought. Miss Margaret G. Boag followed with a lecture on *How Cotton Grows*. The two addresses were followed by a discussion. On the motion of the chairman, a vote of thanks was awarded to Mr. Gunn and Miss Boag, and also to Messrs. F. J. Jackson, Ph.C., and J. J. Aitken, who operated the lantern.

## Coming Pharmacists' Prospects

Mr. Herbert E. Kendrick comments on correspondence on this subject appearing in our issues of December 31 and January 7. Further letters will be found on p. 92 of this issue.

"STUDENT" need have no doubt of the wisdom of qualifying and going into business. There is still, and always will be, plenty of scope for the private chemist, providing he has experience and a determination to "get out of the rut." The trouble in "pharmacy" to-day is that too many chemists are apathetic—expecting the "Society," the R.P.U., or somebody else to do things for them, when they should be "getting a move on" themselves. Even the present-day pharmacist (I would prefer the word "chemist") who has made his business is not safe unless he keeps abreast of the times. Like many chemists, "Student" lightly treats the fact that grocers sell such goods as glycerin, castor oil and cascara at cut prices. "This," he says, "can be overcome by a little tact," but he is more concerned when drapers and hairdressers sell perfumes, toilet powders and hair brushes. Discussing this subject at a chemists' meeting recently, I put the question: "How many of you display on the counter seidlitz powders, castor oil, glycerin, or compound liquorice powder?" The reply was: "There's no need to show these things; people come to us when they want them." Thus the chemist dismisses possibilities in these truly pharmaceutical lines, while the grocer round the corner is displaying and selling them. If I were in business to-day these household drugs and remedies would always be on show, on the counter or in the window. They would be varied according to the season, and always accompanied by some interesting "sales talk," pointing out why they can best be obtained from a qualified chemist. At the same meeting I expressed surprise that conscientious chemists should "display" and "recommend" aspirin tablets sold under a fancy name at ten for sixpence. The answer to this was: "They sell easily and give a good profit." What will a chemist not do for a little extra profit or a half-guinea window-display bonus? The average chemist's window to-day gives the impression of a general emporium, old curiosity shop or museum rather than of a pharmacy.

### SOME EXAMPLES

Men like Daniel Hanbury, Henry Brady or G. F. Schacht (see Alderman G. Claridge Druce's article in the *C. & D.*, January 7, p. 11), and also Dr. Druce himself, are examples of "the coming pharmacists' prospects," and there is an old saying, "what man has done man can do." The trouble with the fourth brother in one of the *C. & D.* letters is that he is *still wondering what will happen next* (the italics are mine), and, as I have said, that is the trouble with too many chemists. They lack initiative—are afraid to do things for themselves. They are even now crying out for a "Mussolini to lead the forlorn hope." To "Student" I would say: Before launching into business make sure you have the necessary experience. Qualifying as a chemist does not constitute qualifying to conduct a business successfully. If possible, get some wholesale experience and do a little travelling. Once launched into business, make up your mind to be different from others. Make the shop distinctive, so that it may be easily recognised. See that the interior is light and airy—comfortable and inviting to customers. Have smart, well-dressed windows—changed frequently. (Yes, it can be done.) The secret of success in business is to "specialise." As "Student" surmises, "the all-store system is finding a footing," and that is all the more reason why the chemist who specialises in pharmacy will succeed. Do not worry about what other people are doing. Pack and push your own goods. When a manufacturer offers you ten shillings for space in your window you can be sure it is worth three or four times the price. Too much stress is put on "low price" nowadays, and price cutting in buying or selling forces down quality. I know a number of retail businesses, built up on quality, to which customers send from all parts of the world because they have implicit trust in them. Quality and service will bring their own reward.

## Legal Reports

**A Turpentine Liniment "Campaign."**—At Islington (London) Petty Sessions, on January 13, before a Bench consisting of five magistrates, Mr. Joseph Hearle, chemist and druggist, Richmond Road, Barnsbury, was summoned at the suit of the Public Health Committee for having liniment of turpentine to the prejudice of the purchaser. Mr. Robertson, solicitor, prosecuting, said that the article handed to the agent was not the article described in the British Pharmacopœia, which was the standard recognised. The analysis showed that it was deficient to the extent of 53 per cent. in turpentine; camphor was also required, but that was not in the article supplied. Miss Monica Pickin gave evidence of purchase, and stated that when the inspector entered the shop Mr. Lemon, the manager of the shop, said that he had given her the London Insurance Pharmacopœia liniment. Mr. Robertson: Had Mr. Lemon said anything to you about an L.I.P. mixture?—No, he said that he had two or three kinds. Mr. Green, the inspector, cross-examined by Mr. H. Glyn-Jones, who defended, said that in the campaign sixty-two chemists' shops had been visited. Mr. Glyn-Jones: You will agree that in the majority of cases in the borough the dispensing done by chemists is for Insurance patients?—Yes, they do a good deal, and the liniment is in accordance with their formula. I think you will agree that that is no benefit to the chemist, to supply one article instead of the other?—I cannot say. Mr. H. Lemon, giving evidence, said that he had been thirty years in the drug trade. Mr. Glyn-Jones: Do you remember what happened when the messenger of the inspector came into the shop?—She asked for 4 oz. of liniment of turpentine. What did you say?—I said, "Since the panel started there are three liniments of turpentine." She replied that the doctor said that she was to have the white one. Most of your customers are on the panel?—Practically every one. What did you think she wanted?—Turpentine liniment ordered by a panel doctor. I am quite sure that I told her I was giving her the Insurance liniment, and the bottle was correctly labelled. Cross-examined: There was no B.P. white liniment since he came. The Bench said that they were unanimously of opinion that an offence had been committed. A fine of £1 1s., with £2 2s. costs, was imposed.—At the same court Bell & Co., chemists, Essex Road, N., and Ascotts Pharmacies, Ltd., Packington Street, N., who pleaded "Guilty," were similarly fined on a like charge.

## Business Changes

MR. H. T. CHARNOCK, chemist and druggist, has commenced business at 6 Meadow Hall Road, Wincobank, Sheffield.

MR. WILLIAM J. GAUL, chemist and druggist, has purchased the business lately owned by Mr. John Coutts at 72 Henderson Street, Glasgow, N.W.

MR. PERCY CHEETHAM, chemist and druggist, Station Road, Tidworth, is opening a branch business as chemist and optician at 31 Totthill Street, Westminster, S.W.1.

MR. E. W. DAVIES, chemist and druggist, Cambrian Pharmacy, Godreaman, Aberdare, has taken over the business of his father at Glan-y-llyn, Taffs Well.

MR. HAROLD HAW, chemist and druggist, formerly Lancashire representative for Hough, Hoseason & Co., Ltd., Manchester, has opened a pharmacy at Oakwood, Roundhay, Leeds.

ARTHUR BERTON, Ltd., 238-248 Old Street, E.C.1, are removing temporarily to 124-134 City Road, E.C.1, as from February 1, until the completion of their new building at 256-266 Old Street, E.C.1.

G. H. RICHARDS, Ltd., 234 Borough High Street, London, S.E.1, have purchased from the Stonehouse Works Co., West Bromwich, that portion of the business and goodwill relating to their specialities in fertilisers, etc. These will in future be manufactured and distributed by G. H. Richards, Ltd., from London.

## New Companies

### and Company News

P.C. means Private Company and R.O. Registered Office.

**MENDIP OXIDE & OCHRE Co., Ltd. (P.C.)**.—Capital £2,000 in £1 shares. Objects: To carry on the business of miners of crude earths, clays, ores and minerals; to select, clean, work, grind and deal with the same, to act as chemists, testers, analysts and mixers, etc. The subscribers are: T. A. Tyrrell and J. F. Glumm. R.O.: Cheddar Farm, Cheddar, Somerset.

**BRITISH PAINT AND LACQUER Co., Ltd. (P.C.)**.—Capital £20,000. Objects: To carry on the business of manufacturers, producers, importers and exporters of and dealers in lacquers, varnishes, enamels, paints and brushes of all kinds, etc. The subscribers (each with one share) are: A. Walsh and O. Mueller. Solicitors: Andrew Walsh & Bartram, 116 St. Aldate's Street, Oxford.

**NITRO-CELLULOSE EXPLOSIVES Co., Ltd. (P.C.)**.—Capital £250. Objects: To carry on the business of manufacturers of gunpowder (sporting or military), nitro-cellulose, nitro-glycerine, dynamite, guncotton, blasting powder and explosives generally. The subscribers are: Major Sir A. Cooper-Key, C.B., 14 Sussex Mansions, S. Kensington, S.W.7, and A. J. Henderson, 15 York Buildings, Adelphi, W.C.2, engineer. R.O.: Watergate House, 15 York Buildings, Adelphi, W.C.2.

**G. W. HARRISON, Ltd. (P.C.)**.—Capital £12,000. Objects: To acquire the business of a wholesale and manufacturing chemist, as formerly carried on by the late G. W. Harrison as "G. W. Harrison" at Caversham Road, Reading. The first directors are: G. B. Osborne, J. S. Harrison, and F. W. Stephens. Solicitors: Brain & Brain, 156 Friar Street, Reading.

**H. HOCKEN, Ltd. (P.C.)**.—Capital £9,000. Objects: to acquire the business of a chemist and druggist carried on by H. Hocken, at Redhill, Reigate, Nutfield, Kingswood and Tadworth, all in Surrey. The first directors are: H. Hocken, "Skeynes," Oxford Road, Redhill; G. S. Powell, 33, Station Road, Redhill; W. Mitchell, Waterhouse Lane, Kingswood, and J. W. Roughton, 51 Lesbourne Road, Reigate. R.O.: 33 Station Road, Redhill, Surrey.

**A. H. BAULU, Ltd. (227,074) (P.C.)**.—Capital £5,000. Objects: To acquire the business of A. H. Baulu, carried on at 16 Mark Lane, E.C., and to carry on the business of general storekeepers, manufacturers of and dealers in crystallised glace or drained fruits, angelica, fruit pulp, nuts, silver cochous, crystallised flowers, confectionery, canned goods, oil and all seed oils and all nutriment for cakes, confectioners, and caterers, and all essential oils and raw materials for perfumes, soapmakers and druggists, manufacturers of and dealers in ochres and minerals, etc. The directors are: A. H. A. Baulu, Edith Baulu and H. A. Baulu. R.O.: 16 Mark Lane, London, E.C.3.

**SENIOR CROZIER & Co., Ltd.**—An order for the compulsory winding up of this company was made by Mr. Justice Romer on January 16.

**A. MILLAR & Co., Ltd.**—The net profit for the year ended October 31, 1927, including £7,050 brought forward, was £13,196. The directors recommend a dividend on ordinary shares of 3 per cent. per annum, less tax, carrying forward £6,978. The annual report was adopted at the meeting held on January 12.

**YEAST-VITE, Ltd.**—A company styled Yeast-Vite, Ltd., has been formed to acquire the whole of the issued capital of Irving's Yeast-Vite, Ltd. The new concern has a capital of £360,000 in 1,200,000 Eight per cent. Participating Preferred Ordinary shares of 5s. each, and 1,200,000 One-Shilling Deferred shares, the whole of the former being now offered for subscription at par. All the deferred shares will be allotted in part payment of the purchase price. The Preferred Ordinary shares are entitled to a fixed cumulative preferential dividend of 8 per cent. per annum, and to 50 per cent. of any distributable surplus profits, the balance of 50 per cent. belonging to the Deferred shares.

**BEECHAMS PILLS, LTD.**—A new company will shortly be formed, incorporating the Veno Drug Co. and the Beechams Pills interests. The company, the proposed capital for which is £2,250,000, will be known as Beechams Pills, Ltd. The prospectus, it is understood, will appear during the last week of January.

**CHARLES ZIMMERMANN & CO. (PHOTOGRAPHIC), LTD.**—At a meeting held on January 6 it was resolved that this company be wound up voluntarily. Mr. H. M. Cordrey, 128 Drakefell Road, Brockley, London, was appointed liquidator, and a meeting of creditors will be held at the offices of Pakeman, Son & Read, 11 Ironmonger Lane, London, on January 24.

**THAWPIT, LTD.**, was registered as a "public" company on December 12, with a nominal capital of £50,000 in 1s. shares. Objects: To acquire and deal in patents relating to patent medicines, medicaments, patent cleansers, soap, cleaning materials, substances and articles distributed through the chemical, oil, grocery, boot, tailoring or other trades; to acquire from Mrs. F. J. Thorne, of 38 Monmouth Road, Bayswater, W., the benefit of certain existing inventions, trade marks, goodwill, etc., relating to an existing business of dealing in a cleansing fluid called Thawpit. The first directors are: P. H. Waller, A. H. Johnson, and S. S. Evans, and others to be appointed by the subscribers. Solicitors, Attleboroughs, 15 and 16 Thavies Inn, E.C.1.

### Private Arrangement

**Griffith David Loveluck**, chemist and druggist, etc., 18 High Street and 44 Water Street, Aberavon, Port Talbot. The adjourned meeting of creditors was held recently at Cardiff. According to the statement of affairs, the liabilities were £1,396 14s. 4d., of which £1,221 16s. 1d. was due to the trade and £174 18s. 3d. to a partly secured creditor. The latter claimed £650 18s. 3d. and held security valued at £476. In addition, there were fully secured creditors for £5,950, holding securities of the estimated value of £7,400, and the debtor's wife was a deferred creditor for £250. After allowing £296 13s. for preferential claims, the net assets were £1,731 16s. 3d., or a surplus of £335 1s. 11d. The meeting was adjourned in order that the debtor might consult with his friends, with a view to their making an offer for the business as a going concern. It was stated that the debtor had not been able to get his friends to assist in purchasing the business, and a resolution was passed requesting the debtor to execute a deed of assignment in favour of Mr. S. E. Clutterbuck, Cardiff, and Mr. B. G. Arthur, London. It was also decided that the business should be carried on with a view to its sale as a going concern, and that failing an offer within three weeks the assets should be realised. A committee was also appointed consisting of Mr. Parkin S. Booth, Liverpool, and the representatives of F. Newbery & Co., Ltd., and F. N. Wilkinson & Co.

### Bankruptcy Reports

**Re Arthur Anderson** (carrying on business as Hudson & Co. and the Argonaut Varnish Co.), Bevis Works, Willesden Junction, London, N.W.—The public examination of this debtor was held on January 18 at the London Bankruptcy Court. Particulars of the failure appeared in the *C. & D.*, January 14, p. 37, the accounts showing total liabilities £16,443 (unsecured £16,197) and net assets valued at £1,933, after deducting £37 for payment of the preferential claims. Mr. F. Vyvyan, assistant official receiver, questioned the debtor regarding the causes of the failure, and elicited the fact that before purchasing the businesses in October 1920 he knew nothing of business methods. Five shillings in the £ had been accepted by the creditors, and the Court's approval thereto would be applied for in due course. The examination was concluded.

THE annual dinner of the London Chemists' Golfing Society has been fixed for March 15 at the Wharncliffe Rooms, Great Central Hotel.

### Wills

**MR. MATTHEW HAYTON**, of 99 Gilesgate, Durham, and of Hayton & Co., wholesale druggists, left gross estate of the value of £23,647, with net personality £22,511.

**MR. ERNEST CHARLES HARDEN**, chemist and druggist, of Station Road, Okehampton, who died on September 3, left estate valued at £1,587 gross, with £846 net personality.

**MR. WILLIAM ROSS HONEYWILL**, of Lepel, Manor Park Road, Chislehurst, Kent, and of C. & R. W. Honeywill, merchants, 98 Great Tower Street, E.C., left estate of the gross value of £9,493, with net personality £8,022.

**MR. FRANK YARDLEY**, M.A., of Prospect House, Solihull, Warwick, chemical manufacturer, who died on August 22, aged sixty-three years, has left estate of the value of £71,967 7s. 8d., with net personality £41,675 12s. 4d.

**DR. HENRY PATRICK CHOLMELEY**, of Forest Edge, Forest Row, Sussex, for 14 years assistant Editor of "The Lancet," who died on October 30 last, aged 68 years, left £14,390 3s. 11d., with net personality £13,202 3s. 11d.

**MR. JOSEPH FAWCETT HOGG**, J.P., of 41 Victoria Avenue, Whitley Bay, Northumberland, a director of Williamson & Hogg, Ltd., wholesale and retail chemists, North Shields, who died on September 30, left £3,250, with net personality £3,049.

**MR. FREDERICK OATLEY**, of 33 Wclverton Avenue, Blackpool, Lancs, formerly of Brinscall, Lancs, chemist and druggist, who died on November 4 last, left estate of the gross value of £4,644 14s. 5d., with net personality £1,596 1s. 5d.

**MR. CHARLES FREDERICK NIXON**, of 15 Sholebrook Avenue, Chapeltown, Leeds, senior representative of the Veno Drug Co. (1925), Ltd., who died on November 23 last, left estate of the gross value of £4,791, with net personality £3,543.

**MR. VINCENT WARD**, of 103 Horton Grange Road, Great Horton, Bradford, traveller for Messrs. Crossfields, of Warrington, who died on October 21 last, aged 53 years, left estate of the gross value of £1,473, with net personality £1,256 9s. 3d.

**PROFESSOR ARCHIBALD LIVERSIDGE**, of Fieldhead, George Road, Kingston Hill, Surrey, Emeritus Professor of Chemistry in the University of Sydney, N.S.W., left £46,128, with net personality £39,197. His bequests included £500 to the Chemical Society of London for research lectureships in chemistry.

**MR. ALFRED VALENTINE ASTON**, of Wynnstay, High Street, Tarporley, Cheshire, chemist and druggist, who died on April 5, aged sixty-six years, and whose will is proved by Alfred Richard Aston, of Wynnstay, chemist, son, and Henry Allan Walley, of Tilstone Mill, Tilstone, near Tarporley, son-in-law, has left £7,204, with net personality £4,607.

**MR. GEORGE STEVENS RIDGLEY**, of Bay Farm, Gillingham, Dorset, chemist and druggist, who died September 1, left estate of the gross value of £6,852 19s. 5d., of which £4,868 11s. 11d. is net personality. Probate of the will has been granted to his brother, Edwin Case Ridgley, of the same place, to whom he left all the property absolutely.

**MR. WILLIAM RIVETT HARVEY**, of Roecliffe Villa, Hinckley Road, Leicester Forest East, Leicester, formerly in business as a chemist and druggist in Humberstone Road, Leicester, and Whyteleafe, Surrey, who died on October 25 last, aged eighty-three years, left estate of the gross value of £2,975 0s. 3d., with net personality £1,110 7s. 9d.

**MR. THOMAS OSWALD CLIFFORD**, of 13 Great Hampton Street, Birmingham, a director of Snape & Son (Chemists), Ltd., 13 Great Hampton Street, formerly with Morgan & Lawley, chemists, Vicar Street, Kidderminster, who died on November 10 last, aged forty-eight years, left estate of the gross value of £2,075 6s. 5d., with net personality £1,972 2s. 8d.

## Pharmaceutical Society of Ireland Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held at 67 Lower Mount Street, Dublin, on January 10. Mr. F. J. Fitzpatrick, Ph.C. (president), occupied the chair. The following members of the Council were also present:—Dr. Michael Ryan, Ph.C. (hon. treasurer), Dr. J. A. Walsh, Dr. J. A. Mitchell, Messrs. Patrick Brooke Kelly, P. J. Fielding, P. Kieran, James McCormack, Ph.C., J. J. Roche, M. J. Kieran, John Smith, J. J. R. Kerr, Ph.C., and W. P. J. Gannon. Mr. D. J. Nugent (vice-president), Mr. Patrick Liston, Mr. P. D. Larkin, and Mr. Thos. J. Doyle, Ph.C., sent apologies for non-attendance.

### NEW MEMBER WELCOMED

The president welcomed Mr. M. J. Kieran, who had been co-opted a member of the Council at the previous meeting.

Mr. KIERAN, who was warmly applauded, expressed his thanks to his colleagues. He appreciated his co-option as a personal honour, and also because he realised in his co-option the hand of friendship extended by the pharmacists of Ireland to the registered druggists. They were aware that not very long ago the pharmaceutical chemists and the registered druggists had a peculiar estimation of one another. He did not know how to describe it, except perhaps as an over-estimation of one another's unreasonableness. Thanks to the honest, straightforward and able efforts of their president and vice-president primarily, that situation was happily ended. When he looked around that room he recalled a remark made by the vice-president at the first fatal meeting between him and the registered druggists. Fifteen or twenty druggists were speaking together in a room and wondering who the Legislation Subcommittee would send to negotiate with them, when the vice-president strolled in, looked around, and smilingly asked him did he think he was in any danger. When he (Mr. Kieran) looked around that room, he was inclined to make a similar remark. Mr. Nugent was not in very much danger, for in a minute or two another chemist appeared, a smart, alert figure. It was their president. The druggists realised, when they saw the president and the vice-president, that they meant business. They were rather surprised, because usually in these cases a President sent somebody else to carry on the negotiations and afterwards criticised. But the president of the Pharmaceutical Society was a live wire. He believed in doing his own business himself. While the registered druggists might have been satisfied with a less able negotiator, they had not one word of fault to find with him. The scene was changed later on to the Legislation Subcommittee. He did not know whether the president gave the Council the same rope that he gave the druggists, but on one occasion he allowed them to go on for an hour and a half on one point. But they found that he was a stone-wall negotiator in certain things, and that there were some other gentlemen on the Legislation Subcommittee, such as Mr. Kerr and Mr. Smith, who were barbed-wire entanglements. When the druggists got through them they were up against the stone-wall of the president and the vice-president. However, they came to an agreement, and he hoped that was a happy augury for the future of pharmacy and the drug business in the Free State. He wished to thank his own colleagues, the registered druggists in the city and in the country, for the loyal assistance they had given. He also bore testimony to the kind and impartial assistance given by Mr. Meeke during the negotiations, and also by their own solicitor, Mr. Noyk. (Applause.)

The PRESIDENT said they were very grateful to Mr. Kieran for his complimentary remarks. But they did not quite deserve what he had said. He (the President) was doing his duty to the Council, and Mr. Kieran was a very able negotiator in bringing matters to a conclusion. Twelve months ago the registered druggists wanted impossibilities, and the pharmaceutical chemists wanted a one

hundred per cent. examination. He hoped the Government would see eye to eye with the Legislation Subcommittee and allow proposals to be included in the Bill that would in the course of time bring about one grade. The older members of the trade believed that one grade was desirable. Those who came after them would know whether or not it was a wise proceeding. But they were going on with it.

### FORMER MEMBER OF COUNCIL GREETED

MR. FRED STOREY, Belfast, a former Member of the Council, attended and was greeted with applause on entering the Council room. He briefly addressed the Council, saying that he was very pleased when he saw that Mr. Kieran had been co-opted. He thought his co-option was a very graceful act on the part of the pharmaceutical section of the Council, and that the druggists ought to be very grateful for the concession, because it was a concession. If Mr. Kieran would have as pleasant a recollection as he (Mr. Storey) had of his period of office, it would be a happy time for him. He (Mr. Storey) was sorry to sever his connection with the Council. While a member of it he had received nothing but courtesy and kindness from his colleagues, even though he was a druggist. (Applause.)

### THE SEASON'S GREETINGS

THE REGISTRAR (Miss E. C. Grene) submitted the season's greetings from the president of the Pharmaceutical Society of Great Britain from the president of the Pharmacy Board of Queensland.

### PRELIMINARY EXAMINATION

THE REGISTRAR submitted a letter from the secretary of the Minister for Justice, who wrote:—

With reference to your letter of the 7th inst. in regard to the resolution passed by the Council of the Pharmaceutical Society on September 13 last, raising the standard of the Preliminary examination, I am directed by the Minister for Justice to inform you that he has approved of the resolution by order dated December 10, 1927. Copy of order enclosed herewith.

The resolution of September 13 was as follows:—

Resolved that the following alterations in the syllabus of the Preliminary examination take place at the October examination, 1928, viz.: Compulsory subjects to be English, Latin, mathematics, pass marks to be 40 per cent.; Irish, pass marks to be 30 per cent.; elementary botany or elementary chemistry, pass marks to be 40 per cent. Optional subjects to be any one of the following: Greek, French, German, or any modern language. Science: Elementary chemistry or elementary botany; if not taken as a compulsory subject, commerce; pass marks to be 30 per cent. A candidate rejected at an examination can be re-examined in three months. The standard to be as the Intermediate certificate examination.

### THANKS FROM STANDING COUNSEL

THE REGISTRAR submitted a letter from Mr. Meeke, Solicitor, enclosing one from Mr. George A. Moonan, B.L., who wrote thanking the Council of the Society for appointing him as their standing counsel.

### INVITATION FROM ROYAL SANITARY INSTITUTE

An invitation from the Royal Sanitary Institute to a meeting to be held in Plymouth from July 16 to 21 was read. No action was taken.

### CHANGES OF ADDRESS

The following notified changes of address:—Mr. Martin Flynn, Ph.C., to 9 Abbotsford Street, Melbourne, Australia, and Mr. Patrick J. Hogan, Ph.C., to The Pharmacy (Clonakilty), Ltd., Clonakilty, co. Cork.

### PRELIMINARY REGISTRATION

The following, who submitted certificates from other bodies, were admitted to Preliminary registration:—

Messrs. Michael Baynes, Main Street, Castlebar; Mr. Sydney Mofsovitz, Dublin; Mr. John Joseph Morris, Copenhagen, Tullow, co. Carlow; Mr. A. H. Mushatt, 8 Dufferin Avenue, South Circular Road, Dublin; and Mr. John Kissane, 22 Main Street, Tipperary.

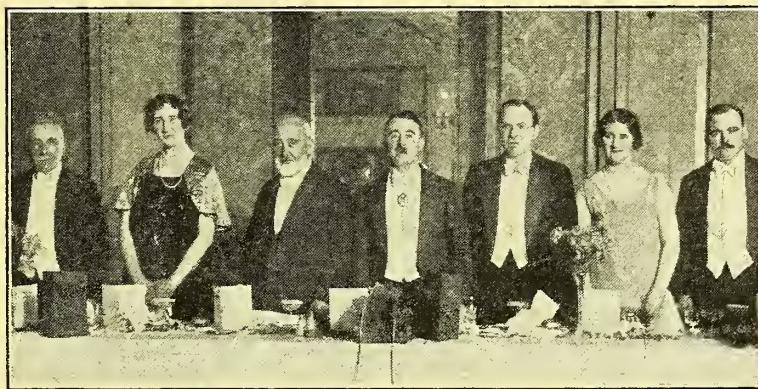
## Annual Dinner

THE annual dinner of the Pharmaceutical Society of Ireland, held in the Métropole Ballroom, Dublin, on January 10, was even a more gratifying success than the similar function of 1927, when it was revived after a lapse of several years. The dinner committee worked with commendable energy, and the organising ability of Mr. Victor E. Hanna, Ph.C., the hon. secretary, again found expression in the perfection of the arrangements. Nearly three hundred ladies and gentlemen sat down to dinner, and the guests included many prominent figures in the State and representatives of the professions. The occasion was again graced by the presence of the Governor-General of the Irish Free State, Mr. T. M. Healy, who delivered what was probably the shortest speech ever made by him in the course of his long public career. The explanation of its brevity is this: He accepted the invitation of Mr. Fitzpatrick, President of the Society, Mr. Fitzpatrick having referred to the good effected by his presence at last year's dinner. But as he had made what he regarded as his farewell speech at the dinner given in his honour the previous Saturday by the Free State Ministers, he resolved that he would not speak at the assembly of the pharmacists.

However, as he told Mr. Fitzpatrick, delighted with the magnificent reception given to him on the proposal of the toast of his health, he broke away from his resolution and delivered the twelve words speech recorded later on. Mr. F. J. Fitzpatrick, Ph.C., President of the Society, occupied the chair, on his right being the Governor-General, Mrs. Fitzpatrick, Senator P. J. Brady, Mr. F. A. Lawman (chairman of the Vinolia Co., Ltd.), and Mr. Andrew McBride (President of the Pharmaceutical Society of Northern Ireland), and on his left Mr. Ernest Blythe (Vice-President of the Executive Council, Irish Free State and Minister for Finance), Mrs. Blythe, Mr. D. J. Nugent (Vice-President of the Pharmaceutical Society of Ireland), Mrs. Nugent and Miss Nugent. Grace was said by the Rev. Father Alphonsus Kerr, M.A., Ph.C., of the Maynooth Mission to China, who is himself a licentiate of the Pharmaceutical Society of Ireland, and a brother of Mr. J. J. R. Kerr, Ph.C., Clones, who is a member of the Council of the Society. After dinner the President gave the toast of "The Governor-General," and it was enthusiastically honoured. The Governor-General, on rising, was received with marked enthusiasm. He said: "Mr. President, ladies and gentlemen, one phrase in trefoil: greetings and gratitude." (Loud applause.) Senator P. J. Brady proposed the toast of "The Pharmaceutical Society of Ireland." He had enjoyed, he said, the prescriptions of members of the Pharmaceutical Society from time to time with some misgivings. He was interpreting the feelings of his fellow guests when he said that the prescription they had enjoyed that evening was an exceedingly palatable one. (Hear, hear.) They were honoured that night by enjoying the hospitality of an ancient and honourable profession. The leaders of the Pharmaceutical Society of Ireland had lived abreast of public opinion, and they were doing everything they could not only to preserve and advance the interests of their own profession,

but, in doing so, to advance the interests of the community. He would like to remind them that a very large part of the success of the Society was due to the ability, the tact, and the supreme energy of his friend, Mr. Fitzpatrick, the President—(applause)—who was in the very happy position of being associated with a very able lieutenant in the Vice-President, Mr. Nugent—(applause)—and with the various members of the Council. He was not going to weary them on an occasion like that by giving instances of their work during the year; but he would give one instance which had come within his personal knowledge. The relations between the pharmaceutical chemists and the registered druggists admitted of some modification, and negotiations went on between the two bodies during the year with the happiest results; and he took the opportunity of saying that the misunderstandings between the chemists and the druggists, which had been so happily settled, had been settled very largely owing to the good offices of one gentleman who had acted on behalf of the druggists, Mr. Kieran. (Applause.) There were very good reasons, apart from their experience of that evening, for doing honour to the Society whose hospitality they enjoyed. Year in, year out they were studying the interests of their profession and studying at the same time the interests

of the general community. Functions like that served a purpose in addition to that for which they were primarily intended, namely, hospitality and reunion among members of a profession. They served to bring Irishmen of all political opinions together, and enabled them to know one another better; they did a great deal to remove those misunderstandings which had unhappily existed too long



Photo]

Left to right: Senator P. J. Brady, Mrs. Fitzpatrick, the Governor-General of Ireland (Mr. T. M. Healy), the President of the Pharmaceutical Society (Mr. F. J. Fitzpatrick), the Minister for Finance (Mr. E. Blythe), Mrs. Blythe, the Vice-President of the Pharmaceutical Society (Mr. D. J. Nugent).

[*"Irish Times"*]

among Irishmen, and to drive prejudices into the mist of a past which they all wanted to forget. (Hear, hear.) There was one amongst them that night who had played a great part towards the attaining of the great end of national appeasement, he alluded to his Excellency the Governor-General. (Applause.) It would be an unfortunate thing, an unhappy thing, for Ireland if by the relinquishment of office by his Excellency they would be deprived in the future of his presence at festivities of this kind. And he was sure he was only voicing the feeling not only of that assembly but of all the people of Ireland when he said that they hoped that they would for many, many years enjoy the sunshine of his presence, because he more than any other man perhaps had shown them how the bitterness of political controversy could be softened by a true sense of patriotism, by a kindly heart and by mother wit. The toast was enthusiastically honoured.

## THE PRESIDENT'S REPLY

Mr. Fitzpatrick, President of the Society, replying, said they had with them that night chemists from all parts of the country, men representative of all that was best in Irish pharmacy, the President of the Pharmaceutical Society of Northern Ireland, a recent offshoot from the parent Society, the President of the Registered Druggists' Association of Ireland, the President of the North Ireland Pharmacists' Association, the President of the Dublin and Provincial Drug Association, and members of the Pharmaceutical Society of Great

Britain. "Such a gathering," Mr. Fitzpatrick proceeded, "is unique in the annals of our craft. I am happy it is so, for it most likely marks the last public function of the Pharmaceutical Society of Ireland. Developments since our reunion last year indicate the early introduction of a new Pharmacy Bill which will necessitate changes in the name and constitution, and perhaps the functions of this Society. Revised and improved pharmacy law is overdue, and essential, if our craft is to keep abreast of the progress in the allied professions of medicine and dentistry. The practice of medicine has changed considerably in recent years, so that vaccines, serums and prophylactic remedies are so favoured by the modern physician that it behoves us to revise the curriculum of study and the subjects of our examinations if pharmacy is to maintain its status and claim as the handmaid of medicine, and carry out the duties imposed on us by Charter. This Society was brought into existence by the passing of the Pharmacy Act (Ireland), 1875, to carry out the requirements of that Act, to hold examinations and issue the diploma necessary for all chemists to possess before they are legally qualified to compound prescriptions, manage or keep open a medical hall on their own account. In short, the Pharmaceutical Society stands as a safeguard to the public against illegal and unqualified trading. In all well-governed States the modern tendency is to place public health in a position of paramount importance. Our own young Government is making slow but sure progress in this direction, and I feel confident that in the near future pharmacy in the Saorstát will come into its own, for no system of public health administration could be considered perfect that does not accord its due position to pharmacy. The craft of pharmacy and the profession of medicine must work in close harmony, each a help in its own sphere, neither encroaching on the duties of the other. Such is the ideal we strive for." (Applause.) Mr. D. J. Nugent, Vice-President of the Pharmaceutical Society of Ireland, proposed the toast of "Our Country." Irishmen, he said, loved their country. It was as dear to them as their lives. It was characteristic of an Irishman the world over that the mention of Ireland's name sent the blood tingling through his veins, and he felt a pride and a just pride in his country. Irishmen should be grateful to their Motherland for the many gifts she had lavished on them. The qualities which characterised Irishmen might be said to be patriotism, sentiment, courtesy, artistry and sport. Pride in their country was one of the noblest emotions they had; and it was only when they were in foreign climes that they really realised how much their country was to them. Mr. Blythe, Vice-President of the Executive Council, responding, said that when they talked about Ireland and when they toasted Ireland they did not think of the geographical entity. They thought of the home of an ancient race, and they thought of the history and the destiny of that race. "At the present time," continued Mr. Blythe, "we are very much preoccupied with the problems that confront us; we are very much preoccupied with the difficulties that are around us. But I think that those who will come after us will look upon the present time as a great time, and they will realise that a new Ireland is now being shaped, and that it is our privilege to decide what the future of the country is going to be. Just as the people of the future will envy us the opportunities that we had of moulding the country, so I believe that those who went before us scarcely dared to dream of the opportunities that we have. Whatever we enjoy to-day, whatever it was possible to gain for the country during the last nine or ten years was due entirely to the pioneer work that was done in days that can justly be described as 'dark and evil days' by men like his Excellency and those who were his comrades. (Applause.) But with reference to the future we should think as well of ourselves, and we should think if they, in the past, did so much with the difficulties they had to overcome, that we, with our opportunities, and building on the foundations that they have laid, would not be doing very well if we were not able to do a great deal more. A great many people of the country, for one reason or another, have not that confidence; and the lack of it is an obstacle. But while we have suffered greatly in recent times through the

economic depression that followed the European war, and while that economic depression makes things hard in many directions, there are at least clear signs that we are coming out of that depression."

#### OUR GUESTS

Mr. J. J. R. KERR, Ph.C., a member of the Council of the Pharmaceutical Society, proposing the toast of "Our Guests," referred to the pleasure they felt in having with them the president of their sister society in Northern Ireland. As a Northerner he felt it would be presumptuous on his part to welcome Mr. McBride to Dublin. He was sure though that he would agree that to all of them from the North a visit to Dublin was always welcome. They also welcomed the chairman of the Vinolia Co., Mr. Lawman. As to another of their guests, General O'Duffy, Chief Commissioner of the Civic Guard, in Clones they thought that he was in a class by himself. Motorists would admit that it was a foolish thing to start any argument with a policeman. If that was so in the case of an ordinary policeman, what was it with the head of them all. As to the ladies, a few weeks ago he saw where the head of British Dyes, Ltd., pointed out that the modern girl was dependent for the artificial leather of her shoes on the chemist. Her hosiery and costume owed its existence to what they might term a synthetic chemical silkworm; and the tints both of her hair and her complexion were often by-products of the art of the chemist. Apparently, then, granting the importance of the ladies, they, chemists, shone in the reflected glory of being important to them. Mr. Andrew McBride, President of the Pharmaceutical Society of Northern Ireland, responding, said that they in Northern Ireland had had a very trying time. They had been, to a certain extent, cut off from their Southern brethren. It was not their fault, nor yet was it anyone else's fault. It had to be done. They had to set their house in order. They started with their Act in 1925. The spadework of getting their Pharmaceutical Society into the position which it should occupy had taken up a great deal of their time. Members of their Council in Belfast were also members of the Pharmaceutical Society of Ireland, and he was proud of being a licentiate of that Society. Their Society in the South was now in the throes of an election, he might say. Let them not hamper their President, let them not hamper the members of their Council, but let them pull all together. What they wanted in Northern Ireland was a reciprocal arrangement with Southern Ireland in their pharmacy. (Hear, hear.) And he had no doubt that in the very near future an amicable arrangement could be made whereby Northern and Southern Ireland would be united at least as regards pharmacy. (Hear, hear.) The members of the pharmaceutical profession of Southern Ireland had certainly surpassed themselves on that occasion. They had given them of their best. Their hospitality could not be exceeded.

The President announced that he had received a wire from Sir Thomas Robinson from London saying that he greatly regretted his absence and sending them all his best wishes. Mr. Lawman, the President continued, would convey to them a message from Mr. Herbert Skinner, President of the Pharmaceutical Society of Great Britain. If they had Mr. Skinner with them that night their gathering would be unique. Mr. F. A. Lawman, chairman of the Vinolia Co., Ltd., who also responded to the toast, said the message he had to give them from Mr. Skinner was this: Give them my love and tell them that I was hungering to come. Mr. Skinner was that night presiding over an important meeting in Bloomsbury Square. Mr. Skinner said to him about their President: I do not know much about pharmacy conditions in the Irish Free State. I am not sure that I appreciated all that Mr. Fitzpatrick told me. But there is no doubt that he has justice on his side and I am sure that I shall be behind him. He (Mr. Lawman) thought some tribute was due to the organiser of their feast. It was an honour to be there as their guest, and it was a privilege, if somewhat of an embarrassment, to be called upon to speak. But all that was really necessary to say was: Thank you very much indeed. Mr. Alfred Byrne, T.D., also responded. It was indeed a pleasant experience to find that chemists, who dispensed

nasty black draughts, could also be dispensers of such magnificent hospitality. The question of proposals for new legislation had been mentioned. He (Mr. Byrne) had already promised their friend Mr. Fitzpatrick, their worthy President, that it would be the greatest possible pleasure to him to do everything in his power to further their interests. He saw many members of the Dail around him. He could assure them that they would lose no opportunity of carrying into effect the proposals of their Society that might benefit their members, not forgetting the public. He would sincerely join with Senator Brady in expressing the hope that his Excellency the Governor-General would be long spared to them to help and guide and advise in the future destinies of their dear land. (Applause.) He had very pleasant recollections of the Governor-General. When he was a very junior member at Westminster he had sought Mr. Healy's advice many times. His advice had been very freely given, and he (Mr. Byrne) had benefited by its acceptance. Sir James Percy proposed the toast of "The President." He had been allowed five minutes to speak, and he was going to steal one minute to lay his own little posy on the bouquets that had been showered upon his Excellency during the week. He was sure he was expressing the wish of the bulk of the citizens of the Free State when he said this. He trusted that it would be a calm evening for him and that the rest of his days might reflect all the glory of the setting sun. He now came to the toast of their President. Their President was born to dominate any assembly. Their President was that kind of man that they could not hold down. He remembered when Mr. Lawman's firm so generously entertained them at Port Sunlight last year they had a wonderful time. Lord Leverhulme, being a very busy man with many engagements, had to leave the chair for a time, and he looked around that huge international assembly for a man to take his place. And whom did they think he selected? Their President. He ran the whole show with kudos to himself and with great distinction to this country. The Pharmaceutical Society of Ireland had a splendid President, and the Society had progressed under his régime. The toast was enthusiastically honoured.

The President suitably replied. A musical and dramatic programme given during the evening was much enjoyed.

On the day following the annual dinner Mr. F. J. Fitzpatrick, Ph.C. (President) and Mr. D. J. Nugent (vice-president) entertained at luncheon in Jury's Hotel, Dublin, a small party of the guests who had attended the dinner from a distance. The party included Mr. Andrew McBride, President of the Pharmaceutical Society of Northern Ireland; Mr. J. C. Culbert, President of the North Irish Pharmacists' Association; Mr. Fred Storey, President of the Registered Druggists' Association of Ireland; Mr. F. A. Lawman, chairman of the Vinolia Co., Ltd.; Mr. J. J. R. Kerr, Ph.C., Clones; and Mr. Victor E. Hanna, Ph.C., Hon. Secretary of the Dinner Committee. After luncheon Mr. McBride congratulated Mr. Fitzpatrick on the great success of the previous night's function, and asked his acceptance of a little memento in a handsome gold-mounted amber cigarette holder. Speeches were also delivered by Mr. Culbert, Mr. Storey, Mr. Lawman and Mr. Nugent, and well-merited tribute was paid to Mr. Hanna for his exertions in organising the dinner and associated events. Mr. Fitzpatrick expressed his appreciation of the handsome gift. At the dinner, owing to the restricted time-table, he had been unable to pay that public tribute to Mr. Hanna that was his due. He took that opportunity of saying that, had it not been for Mr. Hanna's marvellous organising abilities, his (the President's) initiative would have meant nothing. Mr. Hanna, acknowledging the complimentary references that had been made to him, said he valued highly the privilege of serving the Council of the Pharmaceutical Society of Ireland as Hon. Secretary of the Dinner Committee. The fact that the President, the Vice-President and other members of the Committee gave so much help led to the work of organisation going through with the greatest possible smoothness.

THE exports of "gums and resins" from British Somaliland during 1926 amounted to 6,766 cwt.

## Modern Shop Signs

By Victor Hyde, M.C., M.J.I.

THE sign, the oldest form of advertising, has now attained to such a state of perfection, originality, publicity value and economy for the user that it is appropriate for the chemist to familiarise himself with the various types of sign from which choice can be made to advertise the premises. It is not only during the months when dusk falls early that the chemist can profitably exploit the sign for publicity: there are signs that are equally as effective by day as by night, and it is a false conception to regard the sign, as many do, as a night expedient only. The shop facia is more often than not lettered in one of the standard ways, with nothing unusually striking about it, and of little real publicity value—certainly not after dark. To-day the new principle of facia treatment not only combines this usual function of displaying the name (and, if desired, the nature of the business) in a highly artistic manner, but by night is an illuminated sign at the same time. Flashing can be imparted letter by letter or on the "all on—all out" principle, thus further increasing the attention value. This same twin-use system is applicable also to the exterior hanging sign that is seen by the chemist's public as they approach the shop from either end of the street. By dusk any colour can be imparted, and the peculiar method of illumination, which rings the letters round with light, will make the hanging sign more impressive than this type of sign often is.

### ECONOMICAL WORKING COSTS

Another double-purpose sign is the window one, which not only tells a large public that the shop is a "Chemist's"—or it may read, "Cameras and All Photographic Supplies"—but lights part of the display also. This sign is usually positioned equidistantly between the top and foot of the window: the lamps are behind the letters and, at the same time as they pick these out, throw a concentrated light downwards and sideways on to the display. The sign, naturally, does not occupy the full width of the window, and so will not light the entire display; therefore it cannot be used to supplant the general window lighting from the ceiling. Its value, nevertheless, is patent, and the cost—from £5 to £9, according to size, to which must be added the cost of current consumed in upkeep each evening—a practical investment for even the smallest shop which desires to have the window working the whole of the time, and to use the sign to the utmost advantage. A variant of this sign is precisely the same thing, but for daylight use only. It appears to be illuminated, but actually is not. On the dullest and foggiest day it gives off a penetrative brilliance; there is nothing to go wrong when once the sign is installed, and the wording can be had in any size and colour. Moreover, the sign is so constructed that the wording can be changed periodically, thus giving the chemist scope for reaching his public with seasonal and other messages. An 18-in. by 6-in. sign of this nature will cost the chemist approximately 50s., and up to £6 for a 48-in. by 12-in. one for the larger windows. It can be read from almost any angle, the wording being flush with the face.

The cheapest window sign, perhaps, is that development of signcraft that calls for only one lamp to illuminate each letter. The economy is so great that a 6-ft. by 3-ft. letter sign can be run for an hourly cost of less than a penny (assuming current costing 3d. a unit). I merely give that as an example: few would want letters of such a depth. This is an interesting sign for the pharmacist who wants to restrict his expenditure and yet practice modern advertising methods. Foot-deep letters will cost from 30s. to 40s., and 8-in. ones about 25s. each. The word "Chemist," for example, would cost in this last size of letter approximately £9. The seven lamps will total about 22s., and there will be current consumption, expressed, as indicated, in fractions of a penny per hour. The day appearance of this one-light sign in white cellulose enamel is alike dignified and compelling. The shaping of the letters ensures that the outermost parts of each reflect the light from the single bulb as powerfully as those next to the rays. The alternative to white lamps is the coloured kind.

## The Qualified Chemist in British West Africa

WEST AFRICA is a comparatively new country, especially to pharmacy; and in view of the publicity it is at present receiving, the following notes on the conditions for the chemist will be of interest to many brethren of the mortar and pestle whose business keeps them at home, as well as to those who are plagued with the passion for practising their calling in odd corners of the earth. At present there are only two European houses operating in the country, with pharmacies in Sierra Leone, the Gold Coast Colony, Ashanti, and Nigeria. One of these was the pioneer of pharmacy in West Africa, being, I believe, the first to open shops under the management of qualified British chemists. It has branches at Lagos, Nigeria, Accra, Gold Coast Colony, and Kumasi, Ashanti, this latter having been opened by Mr. Patterson last September. The other concern is interested in literally every phase of commercial activity in the colony, from the export of cocoa, ivory, rubber, palm oil, etc., to the import of cotton goods, motor-cars, foodstuffs, perfumes and so forth, and has opened stores at Accra, Kumasi and Sekondi. The first, second and fourth of these are in the Gold Coast territory, and the third is in Ashanti. The Accra branch, at present under the management of Mr. Freeman, was the first to be opened. The photograph reproduced shows the interior of the Kumasi branch; the dispensing and wholesale departments are at the back, and are not visible. The branch was opened by Mr. Marshall, and is at present in the charge of Mr. Sanders. The Sekondi and Cape Coast branches were opened in the early months of this year, and are managed by Mr. Webster and Mr. Crichton respectively.

### AGREEMENTS

Men going out to the Coast do so under agreements signed at home, the period of service being for two years or eighteen months, according to the firm. In the former case the agreement usually provides for twenty months' service on the coast, followed by four months' leave away from the Coast (i.e., in England) on full pay. With the eighteen months' agreement a man is liable to serve that period on the Coast, after which, if he renews it, he gets three months' leave on full pay. If conditions permit and there is a deputy available, a man may get away for three months' leave before he has completed eighteen months, providing he intends to return. First-class passage is paid by the employers both ways if a man completes his term. Salaries average about £350 for the first agreement, rising to £420 on a second. This sounds a good figure but, in the opinion of most of the chemists who know anything about it, it is not enough. Free quarters, generally furnished, are provided, as is also medical attention. One firm also provides a native cook for its assistants, who mess together from three to five or six in a mess, one of these being a chemist and the rest trading assistants.

Work starts officially at 7 a.m. when the store opens. There is a two-hour break from 12 to 2 for lunch, and then the store is again opened until 5 p.m., except on Saturdays, when the closing hour is 1 p.m. The hours actually worked are much longer, particularly in "the season"—the cocoa and trading season from September or October to March, when most of the trade for the year is done. There being only one European to a branch in most cases, he has to do "everything," and this often entails extra hours a day for desk work. One of the companies has a monthly stocktaking preparatory to a trial balance, and this system entails a considerable amount of extra work every month; the branch manager must take stock himself, extend the stock-books, check receipts of goods for the month, and generally prepare the accounts for the actual trial balance, which is usually drawn up by the office staff. The fact that supplies take anything from three to six months to arrive from the time of ordering means that a great deal of time and thought has to be spent upon this important section of the desk work.

Saturday afternoons and Sundays are nominally free for leisure, although one is very often called upon, not so much for dispensing (of which there is not a great deal) as for supplying goods to men coming in from the "bush" for the week-end, which is the only opportunity they have of replenishing their stores. On one occasion the writer was called upon one Sunday morning to supply a high Government official with shaving soap, tooth-paste, quinine and other essentials, which the said official had rushed eighty-odd miles to procure, rising before the dawn to enable him to get back to his bush station the same day. In the so-called "slack season" things are easier, and it is possible to close at 5 p.m. knowing that the day's work is finished. The cost of living varies in the different stations, but about £15 to £18 per month is the amount that may be taken as covering food, washerman, servant and sundries such as tobacco. If any entertaining is done, this figure will be considerably exceeded. The amount mentioned does not cover clothes, as a man usually takes a year's supply; but any replacements are extra expenditure. Only a few senior men have their wives out, it being impossible as a rule for junior traders or Government officials to provide suitable accommodation for a wife. In any case, it is not a country for white women; they are best and happiest left at home, for tours play havoc with beauty and health.

### WORKING CONDITIONS

The chemist practising in this country has difficulties to contend with of which his *confrère* at home is ignorant. There is the water question, for instance; in the coast towns there is a supply, but it is not to be relied upon, either for quantity or quality, and every drop used must be put through a Berkefeld filter. In the bush towns it is even more difficult. In Kumasi, for example, the water is collected either from galvanised roofs (when it rains) or from the Government well (when there is no rain). In either case it is absolutely



EUROPEAN PHARMACY AT KUMASI, ASHANTI

unsuitable for use until it has been either boiled and filtered or distilled. There being no coal or gas, one relies for distilling or boiling on either a native oven burning broken packing cases or on a Primus stove with its naturally limited output. A few months ago, in one town, there was an acute water shortage, and for a short time the Government well was under an armed guard of native soldiers, and the ration was curtailed to four gallons a day for all purposes—including bathing and drinking.

There are no shopfitters carrying stocks of silent salesmen, showcases, dispensing screens, etc., and all fittings have to be imported from home at a very heavy cost and high breakage, or else made on the spot by native labour. In the shop illustrated all the fittings and showcases were designed and made on the spot from cedar mahogany cut in the great forest a few miles away; and the whole was completed and the pharmacy opened in just six weeks, which reflects credit on the native carpenters, who had not previously attempted such work. In passing, it is interesting to note that the various pharmacies in the Colony are almost the only places of business that can rightly bear the dignified title of shops as that term is understood at home. Every other place is just the ordinary West African trading store, with goods piled indiscriminately together in or on packing cases, although Accra, Kumasi and Sekondi each boast their "Kingsway Stores," modern buildings fitted as departmental stores by their proprietors.

#### CLIMATE AND HEALTH

The coast is not a health resort. Men go out there for one purpose and one purpose only—to make money. That they occasionally die or frequently ruin their health in the process is no deterrent to anyone who gets bitten by the "gold bug." Conditions are infinitely better than they were even fifteen years ago; there are hospitals staffed by efficient doctors at all the big centres, and a man who goes down with malaria, blackwater or yellow fever gets every attention if he is within reach of such a hospital. Malaria gets most people sooner or later, although owing to the almost universal practice of the "little daily dose" of 5 gr. of quinine it is not usually serious, entailing perhaps two or three days in bed for a bad attack. Blackwater is serious, and the trouble is that medical opinion is divided as to its cause. The theory that is held at present is that it is a particularly malignant type of malaria, induced or encouraged by irregular and excessive doses of quinine. There seems little doubt that the man who takes 5 or 10 gr. a day regularly is unlikely to get it, although there is no golden rule as to its avoidance. Most sufferers recover from it if they can be got to hospital for proper treatment and careful nursing. Yellow fever is from 70 to 80 per cent. fatal, but fortunately it is a scourge which is gradually being held in check, owing to the efforts of the devoted medical men who are literally giving their lives to its study. The coast towns, Accra, Lagos, Cape Coast and Dakar, are the worst sufferers from it, although this year it appeared at one or two points inland. Owing to the steps taken by the sanitary service, the personnel of which goes round hunting for the *Stegomyia fasciata* (the mosquito which carries the disease) in all likely breeding-places, it is mostly confined to epidemics among the native population. It is not often now that a European gets it. If he does—well, he's unlucky, that's all.

The temperature does not vary greatly throughout the year; it rarely rises above 90° on the coast itself, and does not fall much below 80° inland. In the forest region it rises to perhaps 100° in the hottest month of the year. Up in the northern territories, where the country is open and desert-like (beyond the Volta), it gets up to 120° or higher. There are, however, no chemists' shops in that region, Kumasi being the farthest point inland to which the "pill-puncher" has penetrated. Humidity is high, owing to the dense tropical Bush (and to realise how dense vegetation can be, it is necessary to see the West African Bush; it is absolutely impassable and impenetrable except by the Government motor roads or centuries-old native tracks). There is no cold season proper, although for a few weeks, during the Harmattan, the nights are very cold, necessitating

the use of one or two blankets. The Harmattan, a wind from the desert, comes early in the year, more or less irregularly, and during its stay the nights are cold and the days hot. It brings with it a fine, impalpable dust, which is sand from the desert; and this, although it is too fine to be seen with the eyes, causes intense soreness of those members, and cracks the lips, gets into the food, and generally provides a topic of conversation.

#### RECREATION

There is nowhere to go to in West Africa for a holiday or change, hence the short tours. And let it be said that when a man has done his eighteen months out there he wants a bit of English leave to recover from the effects. On the whole, if a man leads a moderate life, takes his quinine regularly, limits his drinks to normal proportions, and plays tennis and cricket, he keeps pretty fit. It's the man who takes quinine when he thinks of it, drinks instead of eating, and spends his week-ends mopping up gin and bitters, who stands the best chance of being planted in the long grass. There are no theatres, cinemas, daily newspapers, greyhound race meetings, football matches or amusements of that type. There is plenty of tennis and cricket, and the long evenings (it gets dark early) can be occupied with bridge, reading, writing and the gramophone. Everyone goes to bed early, soon after dinner, which is partaken of at 8 p.m. or thereabouts. There are many miles of motor roads, and week-ends are often spent upon them. The country is magnificently primeval, and as soon as the settlements are left behind one is in the kind of land depicted by the writers of magazine romance. There is ample scope for the student of native customs.

The type of trade that is developing is, as one might expect in a country where a few semi-educated natives, apeing European customs and dress, have access to imported newspapers of the lower type. Patents of all kinds enjoy a huge sale—in fact, anything that is advertised is eagerly bought by the credulous native. In addition to that, he has a pathetic faith in the powers of the few white chemists in the country, usually calls them "doctor," and comes to them with every conceivable complaint, from the universal "piles" to venereal disease and "ju-ju palaver" (witchcraft). A cough, digestive disorders, pains in the head, pains in the "waist," are collectively known as "piles," and this curious fact is a fruitful source of worry to the newly-arrived chemist. Venereal disease is one of the tragedies of the country and is widespread, indeed, almost universal, and unscrupulous persons in the past have reaped a rich harvest; but now, fortunately, that trade is passing into the hands of the European chemist, who has a conscience and is aware of his limitations both in medical knowledge and legally. A large business is done in the perfumery and toilet sections. The Gold Coast native is very attached to his numerous progeny (ten or more, from two or three wives, is no uncommon number), and spends a lot of what money he has upon its comfort. Infants' foods are slowly getting popular, and the quantity of feeding-bottles and dried milk that is sold is surprising, considering the very short time these have been introduced to the country. Dispensing is mostly done by the hospitals, there being very, very few medical men having private practices. In the case of European patients other than Government servants, the doctors are adopting the practice of seeing patients at the hospital and giving them scripts to take to the chemist, but even with this there is very little dispensing, although counter prescribing within the limits allowed by the Druggists' Ordnance and Regulation flourishes.

In conclusion, it may be said that the European pharmacists at present on the Coast are almost without exception men who have the honour of the craft at heart, and who are doing their utmost in face of the most discouraging and difficult conditions to raise in the colony and its territories a professional pharmaceutical service which will earn and retain the respect and faith of white and native alike. How difficult that high ideal is, only those with a first-hand knowledge of the conditions can realise; but (and it is very pleasant to be able to record it) the pharmacists are succeeding.

## Festivities

### Hull Chemists' Dance

NEARLY two hundred people attended the sixth annual dance of the Hull Chemists' Association, held at the Assembly Rooms on January 6. The following were among those present:—Mr. F. H. Palmer (president of the Association), Mr. and Mrs. S. T. Boyce (secretary). Stewards:—Messrs. Tebb, Snowden, H. S. Richardson, and Mr. Wilson Palmer (M.C.).

### West Kent Whist Drive

AT a whist drive of the West Kent Pharmacists' Association, held at the United Services Club, Bromley, recently, a cake, made and given by Mrs. H. H. Cuttbert, Shortlands, was put up for sale on behalf of victims of the recent London floods. The sum of £2 5s. 6d. was realised and sent to the London floods relief committee. Mr. H. St. D. Francis acted as M.C. of the whist drive, which Mrs. Davenport had been active in organising. Mr. R. C. Davenport, who has recently been ill and unable to attend the association functions, was welcomed by members. The prize-winners were as follows:—*Ladies*.—Mrs. Simpson, Mrs. Grove, Miss Goodyear, Mrs. Sunman. *Gentlemen*.—Mr. Brown, Mr. V. S. Leather, Miss Gwen Davenport (as gentleman), Mr. C. Philip. Mrs. Wallace Pring presented the prizes.

### Christmas Party at Liverpool

THERE was great fun and gaiety at the annual Christmas party held under the auspices of the Liverpool Chemists' Association at the Royal Institution, Colquitt Street, on January 4. Over a hundred children attended and they were received by the president (Mr. J. L. Hirst) and Mrs. Hirst, who is chairman of the Ladies' Committee. After tea the young guests indulged in games and dancing, and also enjoyed a violin solo by Master Norman Pryor Jones, and a conjuring entertainment. The arrival of Father Christmas, in the person of Mr. John Jones (president-elect), caused great excitement. With the assistance of two fairies—the Misses Dorothy Davidson (grand-daughter of Mrs. Wallbridge) and Janet Flenley (niece of Mrs. Ferriday)—he distributed gifts to each child, who also received packets of sweets. The Ladies' Committee, of which Mrs. Ferriday is secretary and Mrs. Ashworth treasurer, are to be highly complimented on the excellence of the arrangements and the decorations.

### Staff Functions

THE Shadforth Prescription Service, Ltd., held a dinner and dance on January 5 at Slater's Restaurant, Cannon Street, London, E.C. Mr. W. Shadforth presided. A short address was given by Mr. E. V. Mattocks, the chairman replying. Prizes for whist were distributed by Mrs. Shadforth.

A WHIST DRIVE and dance was held by the staff and friends of Goodall, Backhouse & Co. at the Hotel Metropole, Leeds, on January 6, when a company of nearly 200 spent a pleasant evening. Visitors present included the proprietor of the firm (Mr. W. Powell Bowman), Mrs. Bowman (who presented the whist prizes), Mr. G. E. Bowman and Mr. H. G. Bowman. Mr. A. Elliott was responsible for the excellent arrangements.

THE annual staff dance of Francis Newbery & Sons, Ltd., was held at the Celtic Rooms, Cardiff, on January 16, upwards of 180 guests being present, practically all in fancy dress. Mr. E. G. T. Loyley, manager of the branch, and other heads of departments were present, also a party of nearly twenty members of the trade from Newport and other districts, including Messrs. Padgett, Clarke, Giles, Bloom, and Dunn, also several Cardiff chemists, Messrs. Murray Hague, Eason, Ward, Jenkins, Thomas, Day and Lloyd. The fancy dress prizewinners were:—Miss Ivy Loyley, Miss Dorothy Davies, Miss Hutton, Mr. W. Locke, Mr. D. Witchell and Mr. Dunn, chemist (Newport). The staff prize was awarded to Miss F. McIver. Miss Winifred Derby, Mrs. E. G. T. Loyley and Mr. W. H. Padgett, chemist (Newport), acted as judges. The arrangements for the dance were carried out by Mr. Billy Morgan, who acted also as M.C.

## Personalities

MR. V. A. WILLS, J.P., chemist and druggist, Merthyr Tydfil, has been appointed chairman of the Licensing Committee of the Borough justices.

MR. DAVID T. JONES, chemist and druggist, Brewer Street, Golden Square, London, W.1, was installed in King Solomon's chair of the Wellington Lodge, No. 548, at the Cannon Street Hotel on January 11.

BRO. T. W. LIVESEY, chemist and druggist, of 345 Perseverence Lodge, Blackburn, has contributed to the January number of "The Speculative Mason" an interesting and instructive article on "The Title Mason."

MR. P. B. PHILLIPS, Ph.C., who, after nine years as supervisor of the London section of Squire & Co. (Birmingham), Ltd., is commencing business on his own account, was entertained at dinner by the London managers of the company, on January 12, and was presented with a clock.

At a meeting of Lewis Masonic Lodge, No. 872, Whitehaven, on January 16, Bro. F. A. Clayton, S.W., chemist and druggist, was installed as Worshipful Master. Among those present associated with pharmacy were Bro. J. Osborn, who was elected Senior Warden; Wor. Bro. P. M. Eden, chemist and druggist, Cleator Moor; Bro. W. Biscombe, chemist and druggist, Egremont; Bro. Alfred C. Nixon, chemist and druggist, Whitehaven; Bro. W. Hughes (S. Maw, Son & Sons, Ltd.); and Bro. Philip S. Robbins (Evans Sons Lescher & Webb, Ltd., Liverpool). The last-named and Wor. Bro. Eden contributed to the musical programme. The large attendance at the installation is testimony of the high esteem in which Wor. Bro. Clayton is held in West Cumberland.

MR. ALFRED HIGGS, J.P., pharmacist, Kingston-on-Thames, who has been elected president of the Proprietary Articles Trade Association, was born in 1856, and was educated at Christ's Hospital, London.

Mr. Higgs was apprenticed in Reading in 1872; after obtaining further experience in London, Brighton and Croydon, and passing the Qualifying examination, he was for a time suburban representative for Thomas Hodgkinson, Prestons & King, London, E.C. Before long he purchased the business of one of his customers at Kingston, where he built in 1890 a handsome pharmacy. Feeling that there was a sphere of usefulness in public life, Mr. Higgs became a member of the Corporation of Kingston; in 1896 he was made a justice of the peace, and he is now chairman of the local licensing justices. His public career has brought him to the front in many matters of interest; in 1896 he was prosecuted for the sale of so-called arsenical soap, which on analysis was found to contain no arsenic. Mr. Higgs then successfully brought an action against the manufacturers who supplied it. As a result of this case Mr. Higgs wrote to the trade Press in 1897, and suggested the formation of the Chemists' Defence Association, which came into being in 1899. He was one of the founders of the Thames Valley District Pharmacists' Association, which is this year celebrating its semi-jubilee; he was its first president, and is again president this session. Mr. Higgs was also the first president of the Surrey County Association, and was an active member of the face value committee formed in 1918. His practical experience of the craft, coupled with his legal knowledge, was of considerable value to pharmacists who had to defend cases under the Profiteering Acts.



MR. ALFRED HIGGS, J.P.

## Trade Notes

**COD-LIVER OIL TABLETS** is a seasonable line which can be supplied by The Cooper Laboratory, Watford.

**HUDSON'S VEGETABLE LEAFLETS** are advertised in this issue by R. J. Reuter Co., Ltd., 69 Carter Lane, London, E.C.

**STERILLA** brand liquid surgical soap in metal flasks is offered by Matthews' Laboratories, Ltd., Clifton, Bristol.

**GLOVES.**—Surgical, industrial and household gloves are advertised in this issue by R. S. Blaker, 11 Canute Road, Southampton.

**SORBO SPONGES.**—Some important particulars regarding the sizes and prices of Sorbo sponges are given elsewhere in this issue by Sorbo Rubber-Sponge Products, Ltd., Sorbo Works, Woking.

**SANTONIN.**—H. R. Napp, Ltd., 3 and 4 Clement's Inn, Kingsway, London, W.C.2, inform us that they will continue to supply santonin in original Russian packages, and under their own "Napoleon" brand as heretofore.

**VINOLIA, LTD.**, Bebington, Cheshire, are now supplying their Premier soap (bath size) in Madame Pompadour display boxes similar to those recently referred to in this column in connection with the toilet size of the soap.

**LOFOTEN COD-LIVER OIL.**—Bruce Starke & Co., 16 Water Lane, Great Tower Street, London, E.C.3, are the sole agents in this country for Vita brand cod-liver oil, of which particulars and samples may be obtained on application.

**TOILET PREPARATIONS.**—Richardson & Lacy, 121A Borough High Street, London, S.E.1, specialise in the manufacture of toilet creams, face powders and shampoo powder, which they can supply in any colour or perfume, either in bulk or packed.

**BONUS OFFER.**—Dr. Blosser, Ltd., Temple Chambers, Temple Avenue, London, E.C.4, are making a special bonus offer in connection with Dr. Blosser's cigarettes. Any chemist who does not receive particulars of the scheme should send the company an intimation to that effect not later than February 11.

**THE BRITISH-AMERICAN SAFETY RAZOR CO., LTD.**, 3 Woodstock Street, Oxford Street, London, W.1, are removing from this address on February 1 to their new London factory, 110 Cricklewood Lane, London, N.W.2, telephone Hampstead 6401-2. They inform us that British-made Ever-Ready blades will shortly be available in this country.

**PAMPHLETS ON HERBS.**—We have received from Mrs. Grieve, F.R.H.S., Whin's Cottage, Chalfont St. Peter, a specimen of the pamphlets prepared by her, with the assistance of Miss E. Oswald, F.R.H.S., on the cultivation and uses of medicinal and culinary plants. These pamphlets, each of which comprises a substantial number of pages, are published at 9d. singly and 7s. 6d. per assorted dozen. A list is obtainable from the author.

**HOWARDS' ASPIRIN TABLETS.**—Howards & Sons, Ltd., Ilford, draw attention to the generous terms on which their aspirin tablets can be bought. If a window-display is made, a £10 order shows an actual profit to the retailer of 102½ per cent. In addition to this there is the satisfaction of selling an article backed by a reputation with which every chemist has been familiar from his apprenticeship days.

**PRICE LIST.**—We have received a copy of the latest price list of Reynolds & Branson, Ltd., 13 Briggate, Leeds, which, in addition to the usual lines supplied by wholesale druggists and surgical instrument makers, contains many illustrations and notes on apparatus used in actinotherapy, radiography, electro-medical and optical work. A list of this nature is most useful to chemists, and it will be sent post free on application.

**TABLOID QUINOPHAN.**—Quinophan, which has an established reputation as an eliminator of uric acid, particularly in manifestations of gout, has been issued recently by Burroughs Wellcome & Co., Snow Hill Buildings,

London, E.C., as Tabloid quinophan. This product presents the medicament compressed in accurate doses, and is very convenient for administration. The standard of purity is higher than that mentioned in the British Pharmaceutical Codex. Tabloid quinophan, 0.5 gm., is obtainable in bottles of 25 and 100.

**BRITISH JOURNAL PHOTOGRAPHIC ALMANAC.**—The sixty-third issue of this well-known annual is now available, but though dated 1928, it is quite certain that the usefulness of the Almanac will be by no means exhausted at the end of the year. Pictorial photographs in photogravure again form a most attractive feature, while no photographic chemist can afford to neglect the contents of the literary and advertisement pages if he wishes to be up to date. Within its 788 pages the book contains special articles dealing with the services of photography in various branches of science and commerce, border printing on development papers, amateur cinematography and snapshots worth collecting. The "Epitome of Progress," which constitutes a review of the outstanding items of technical advance in the industry during the year, occupies sixty-four pages, and approximately the same number is devoted to "New Goods," while the formulas and tables, which are of great value to chemists, are as numerous and varied as in former years. The advertisements, in a variety of colours, are equally interesting, for in this section appear the names and products of practically all the leading British and foreign manufacturers. The price of the Almanac is 2s. in a paper cover and 3s. in cloth; it is published by Henry Greenwood & Co., Ltd., 24 Wellington Street, Strand, London, W.C.2.

## Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

- (From "The Trade-marks Journal," December 21, 1927.)
- "STERIKLENS" and "STERIGLAS"; for disinfectants and sterilising compounds (2). By Kleenglas, Ltd., 1 Victoria Street, London, S.W.1. 484,320/704.
  - "PLATIM"; for fly papers (2). By Fabriken Tomten, Alex. Lagerman, jun., Aktiebolag, Sodra Avagen 18, Gothenburg, Sweden. 484,563.
  - "CHAPSALTZ"; for a tonic for animals (2). By Chapman & Son (Grimsby), Ltd., 235 Cleethorpe Road, Great Grimsby. 484,779. (Associated.)
  - "TESTACOIDS"; for medicinal chemicals (3). By Reed & Carnick, 155 Van Wagenen Avenue, Jersey City, U.S.A. 477,816.
  - "NUROL"; for lotions and ointments, and oils for scalp treatment (3). By Standard Oil Co., Constable Hook, Bayonne, New Jersey, U.S.A. 483,716. (Associated.)
  - "SOLVIS BRAND"; for medicinal chemicals (3). By H. R. Napp, Ltd., 3 & 4 Clement's Inn, Kingsway, London, W.C.2. 483,752.
  - "OROSOL"; for a mouth wash (3). By J. A. & H. McRoberts, Ltd., 71 Ormeau Road, Belfast. 484,628.
  - "DIGYTRAKTA"; for all goods (11). By T. Holland & Son, 46 South Audley Street, London, W.1. 485,527. (Associated.)
  - "ZUDOR"; for surgical instruments, etc. (11). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury, Worcestershire. 485,867.
  - "POPPY TOILET ROLL," with picture of poppy; for toilet papers (39). By J. Rutherford & Co., Ltd., Victoria Road, Holloway, London, N.7. 485,792.
  - "EMULSH"; for all goods (47). By Silvertown Lubricants, Ltd., Minoco Wharf, West Silvertown, London, E.16. 484,263.
  - "DOROTHY GRAY" facsimile signature; for perfumery, etc. (48). By Dorothy Gray, 753 Fifth Avenue, New York, U.S.A. 478,978.
  - "KHUBIZUHRA"; for perfumery, etc. (48). By The Cyona Co., Aston, Wallingford, Berkshire. 484,273.
  - "CRANBUX"; for perfumery, etc. (48). By Cranbux, Ltd., 103 Westwick Street, Norwich. 485,497.
  - "CRAIDON"; for perfumery, etc. (48). By C. G. Crawford and R. W. Dunn, 526 Bank Chambers, 329 High Holborn, London, W.C.1. 485,617.
  - "CERTOFIX"; for adhesives (50). By British Isinglass Co., Ltd., 39 Hope Street, Great Grimsby. 483,187.

## Births

Notices for insertion in this column must be properly authenticated.

THOMAS.—At "The Pharmacy," Ammanford, on January 10, the wife of Alan W. Thomas, M.P.S., of a daughter.

## Marriages

MCGURK—QUINN.—At St. Mary's R.C. Church, Belfast, on December 28, 1927, Thomas McGurk, Ph.C., to Sally Quinn.

PURNELL—VAN ZYL.—At St. James's Church, Sea Point, Cape Colony, on November 12, 1927, Austin Purnell, chemist and druggist (Lemon, Ltd., manufacturing chemists), to Gladys van Zyl.

## Deaths

BROOK.—On January 12, Mr. Samuel Verlander Brook, dentist, chemist and druggist, 155 Lavender Hill, London, S.W.11, aged sixty-seven. At the funeral, which took place on January 18, the following represented the South-West London Chemists' Association, of which Mr. Brook was a prominent member:—The president (Mr. D. A. Rees, Ph.C.), Mrs. D. A. Rees, Mr. H. G. Tibbett, Mr. W. H. Goy, Mrs. W. A. Shakerley and Mr. R. S. Cazier.

CULLINAN.—At 31 Belgrave Road, Rathmines, Dublin, on January 15, suddenly, Mr. Arthur Cullinan, representative of the United Drug Co., Ltd., Nottingham, aged fifty. Mr. Cullinan was the Rexall representative in Ireland for sixteen years, and was previously on the retail staff of Hayes, Conyngham & Robinson, Ltd., chemists, Grafton Street, Dublin.

DUGAN.—At Aberdeen, on January 11, Mr. Alexander Ferrier Dugan, chemist and druggist, aged sixty-six. Mr. Dugan served his apprenticeship with Mr. D. M. Mackay, Aberdeen, and after qualifying gained further experience with Mr. David Storrar, Kirkcaldy, and Mr. D. A. Mortimer, Aberdeen. He commenced business on his own account in Rosemount, Aberdeen, forty-five years ago. Mr. Dugan took an active interest in the Aberdeen Pharmaceutical Association, in which he served as president and vice-president. He is survived by a widow, two sons (Dr. A. M. Dugan, Manchester, and Dr. D. R. Dugan, Aberdeen), and a daughter (Miss Dorothy Dugan), who is a B.Sc. of Aberdeen University.

HURNDALL.—At Darlington, on December 30, 1927, after a long illness, Mr. Harry A. Hurndall, for more than thirty years a representative of Stevenson & Howell, Ltd., manufacturing chemists, 95A Southwark Street, London, S.E.1.

ROBSON.—At his residence in Orchard Place, Hexham, on January 10, Mr. Nicholas White Robson, chemist and druggist, 15 Fore Street, aged fifty-five. Mr. Robson, who was a native of Allendale, succeeded the late Mr. George Richardson, chemist and druggist, in business at Hexham twenty-five years ago.

Skipworth.—At 15 Wharf Road, Grantham, on January 9, Mr. Bertram Cecil Skipworth, chemist and druggist, aged thirty-four. Mr. Skipworth was on active service during the recent war, in the course of which he received nine wounds. He qualified in 1921, and shortly afterwards commenced business in Grantham. He leaves a widow and a daughter.

WILLIAMS.—Recently, Mr. Percy Woodburn Williams, barrister-at-law, chemist and druggist, of Birmingham. Mr. Williams, who was born at Rhyl, passed the Pharmaceutical Society's Qualifying examination in 1905, and till 1919, when he was called to the Bar, managed one of the Birmingham branches of Boots, Ltd. He leaves a widow and a son. At the sitting of the local County Court on January 16, Judge Dyer made appropriate reference to his death; Mr. A. R. Churchill, for the Bar, and Mr. Harold Roberts, for the solicitors, added their tributes. A personal friend (17/1) writes:—

Since June 3, 1904, when the late Sir William Glyn-Jones and another pharmacist were called to the Bar together in

the old hall of the Middle Temple, many pharmacists have essayed to follow in their footsteps; but few—scarce enough to number on the fingers of one hand—have remained for long in actual practice. Percy Williams was an exception. A good pharmacist, his work at the counter had made him many friends among folk of standing and influence in Birmingham, and the news of his call to the Bar created no little local interest. He began at once to appear in the local courts, and within the eight years of legal experience he was destined to enjoy he built up a practice that was the envy of many juniors in Birmingham. That he would before long have followed precedent and moved to a larger sphere of opportunity in London was known to a few of his friends. Now he has been called to the widest sphere of all; and he leaves behind, with those who knew him best, the happiest memories of his real ability, his tremendous enthusiasm and energy, and his buoyant, genial personality.

THOMSON.—At his residence in Seafield Street, Elgin, on January 11, Mr. Robert Kerr Thomson, chemist and druggist, Abbey Street,

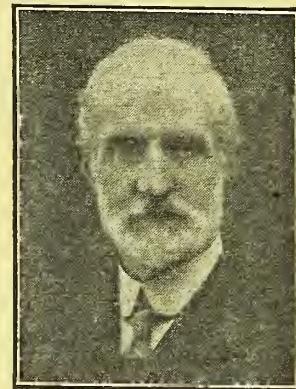
and late of 26 and 28 High Street, aged seventy-seven. Mr.

Thomson was born at Carnock, and in 1863 was apprenticed at Oakley, in the branch shop of Mr. Gavin Stiell, Dunfermline. He had experience as an assistant with Grattan & Co., Ltd., Belfast, and then in London. Following a period with Mr. J. Moore, chemist, Stirling, he returned to London as qualified assistant with Squire & Sons, Ltd., Oxford Street, W.1. Mr. Thomson opened his first business at 40 Dublin Street, Edinburgh,

and in 1890 he purchased the business of the late Mr. John Ettles, Elgin. This he carried on—latterly in conjunction with his son, Mr. G. R. Thomson, chemist and druggist—with great success.

From an early period Mr. Thomson made a feature of his emulsion of cod-liver oil; this speciality became so important that in September 1926 the retail business was sold to Mr. David G. Hughes, chemist and druggist. Premises specially designed were erected in Abbey Street, where the business will be continued by Mr. G. R. Thomson. Mr. Thomson never took any part in public affairs, but he was popular in Elgin, and his figure was a familiar one on the local golf course. In recent years he contributed some interesting reminiscences to our columns (*C. & D.*, 1924, I, 95, 869; 1926, I, 93). Mr. Thomson is survived by a widow, a son and a daughter. A Scottish pharmacist (17/1) sends the following tribute:—

Not only was Mr. Thomson held in the highest esteem by all with whom he associated in business, but by those who were privileged to know him intimately he was indeed looked upon as a guide, philosopher and friend. Many men prominent in the ranks of pharmacy both at home and abroad look back with gratitude on the training they received from him in early life. He was one of "Nature's own gentlemen," gentle and retiring in disposition, but a "real and true" friend; and his innumerable deeds of kindness unostentatiously carried out day by day have left their imprint on many lives. The sympathy of his hosts of friends goes out to his widow and family.



MR. R. K. THOMSON

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

- |   |  |
|---|--|
| R/161. Crysiodal ampoules   | M/181. Nikalgin (London supply)  |
| E/161. Gold Seal carbolic tooth powder                            | G/91. Throat troches (with trade-mark of a polar bear and monogram "A.W.") |
| C/181. Hood's rheumatic tablets                                   | B/171. White's Cream of Febrifuge  |
| S/171. Hood's trusses   | P/181. Zonozone liquid tonic food  |
| O/2912. Sulphur bars (9-10 in. long, 1½ in. wide and ½ in. thick) |  |

## Observations and Reflections

By Xrayser III.

### Legal Reports

published by you recently indicate the existence of more common sense than usual among magistrates who have had to deal with trade problems affecting our business. In one case, a magistrate declined to lend his support to an attempt to make an analyst's statement a standard for the amount of available carbon dioxide that should be yielded by baking powder. It may be that there ought to be a standard for this, but it should be fixed by Parliament and not by one or more public analysts. Another case concerned the strength of mercury ointment, and I was pleased to observe that the magistrate was satisfied with the quite reasonable statement respecting possible separation of mercury in the stock pot after long keeping of the ointment. Some may suggest that the ointment should not be kept in stock so long, but who among us has not got something out of date on his shelves, without any indication that its composition has altered or its activity become affected? Another reasonable magistrate had occasion to deal with cases in which liniment of turpentine had been asked for, and a preparation prepared in accordance with the local formulary was supplied instead of the British Pharmacopœia article. The chemists ought to have known better; but the magistrate realised that he had to deal with a technical offence, and reason prevailed once more.

### Diminished Payments

for National Health Insurance dispensing are, not unnaturally, continuing to receive attention and to perturb chemists, who have perhaps been slow to realise what published announcements on this subject actually implied. In the case of your correspondent "Ten per Cent." (*C. & D.*, January 7, p. 29), it seems obvious that he will come off better than some, because the average of his dispensing fees is so markedly below that of the cost of drugs. As a result, if the general average for the past year's discounting amounts to 10 per cent., your correspondent will be discounted in a lesser degree, since it is only the dispensing fees which are to be discounted. Incidentally, he makes an important point when he asks if the earlier months of the year did not come under the old contract. They did, of course, and it is not easy to understand why the discounting should have been made to apply to months when chemists carried on under the impression that their accounts would be paid in full until further notice. Presumably we forfeited our right to full payment for the earlier months of 1927 when we accepted the new terms, but I am far from convinced that we should have yielded this point so readily. As it is, the Ministry of Health has undoubtedly scored by getting rid of all liability for the heavy excess in the quantity of medicine supplied by chemists during the early months of last year, while also throwing the onus upon our representatives of justifying the discounting and making the money available suffice for a term of years. Those who negotiated on our behalf were cleverly outmanœuvred; and it is difficult to see how, in this generation, it will be possible to secure better terms than those we enjoyed during 1926.

### Advertising a Product

may assume many forms, but one of the cleverest is that which results in increased publicity at the expense of competitors, or of those who have a grievance against the proprietors of the product in question. One cannot help being struck at the present time by the persistence with which many chemists are ill-advisedly directing attention to a product which they do not, apparently, wish to sell. Unfortunately, they are being encouraged in this attitude by a representative trade organisation, which is fulminating against the much-abused product in a most remarkable manner, largely through the medium of printed window bills and slips. Such procedure appears to me not only unwise, but economically unsound, though it may for a time have the effect of keeping some chemists' minds off the subject of their National Health Insurance dispensing losses. The sanest plan, if one wishes to push the sale of non-

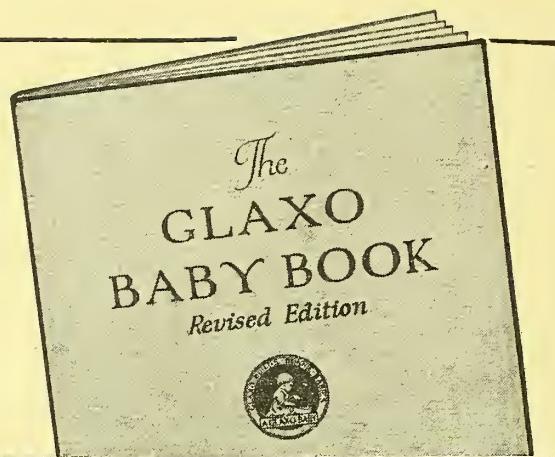
proprietary aspirin, is simply to announce that the purest aspirin in the world can be purchased at one's pharmacy for so many pence per bottle of twenty-five, or whatever other number may be offered in the standard package. This will do the trick without advertising any proprietary product in the remotest degree, and it is the course I recommend. An important principle for a shopkeeper to bear constantly in mind is that he is in business to sell goods, and not to waste time and energy in advising his customers not to buy something of which he disapproves.

### Throughout Civilised Europe

the oxymels have been employed continuously since the days of Hippocrates, who, we are told, prescribed oxymel, a compound of honey and vinegar, for fevers. The derivation of the name is from the Greek *όξυς* (acid) and *μέλι* (honey); but in the classic period there were synonyms, two of which are to be found in Galen's works; in his "Methodus Medendi" he writes of "Oxymel called in Greek Apomel," and in his "De Compositione Medicamentorum" he uses the word "Adipson" to indicate a preparation for allaying thirst, which name he seems to have taken from Hippocrates, who called his preparation a "thirst quencher"—*αδιψος*. Pliny the elder has two interesting passages concerning this article, in one of which (Book xvij) he treats of it as a manufactured beverage and in the other (Book xxij) as a medicinal preparation, where he calls it the "Oxymeli antiqui." The recipe he gives comprises honey, old vinegar, bay salt and sea water. These were put together in a kettle and set to boil for ten times, or, as Holland translates it, "let them have ten walms over the fire." Here is a procedure which has gone out of fashion, for the meaning is that the mixture should be brought to the boil for ten successive boilings, but whether they were to be immediately successive does not appear. At all events, there was to be no continuous boiling. Pliny's comments on the use of oxymel as a beverage show that as Adipson (the thirst quencher) it did not commend itself to that Methodist Themison, for he says (in the seventeenth century English of Holland) that Themison "hath condemned and forbidden expressly [such beverages] to be used . . . unless a man would believe and say that Ipocras, spiced wines and those that be compounded of ointments are Nature's work; or that shee brought forth plants and trees to no other end, but that men should drink them downe the throat." Clearly the founder of the Methodic sect was intent upon doing his best to inhibit dipsomania.

### To-day we Confine

our interest chiefly to two oxymels—the simple oxymel and the oxymel of squill; but previously there was a number of them in use, such as diuretic, asthmatic, pectoral and several kinds of purgative ones, of which latter perhaps the most famous was the oxymel of Julian (oxymel Julianizonis); this found its way in a modified form into the London Pharmacopœia. Originally Julian's preparation contained upwards of thirty ingredients; by the time it was made official in this country these were diminished to one-third. One of the principal authorities on the making of oxymel scilla was younger Mesuē, who attached the greatest importance to the directions of Galen. These old authorities laid considerable stress upon the acetum scille being old, and the period recommended for maceration of the drug was forty, and sometimes sixty, days. If it is so difficult to obtain now oxymel scilla of uniform character, it must have been much more difficult when the following formula (seventh century) was in fashion: the ingredients were internal tender parts of squill with pepper, stone parsley, Cretan carrot, bishop's weed, anise, Celtic nard, lovage, asarabacca, cardamom, spikenard, amomum, Pontic rha, fennel seeds, cumin, laserwort, ginger, pellitory, Cretan hyssop, costus, pennyroyal, green mint, green rue, green parsley, strong white vinegar, and Attic honey, which had to be macerated for seven days during the heat of the dog days and a further seven days elapsed before the honey was added, after which the boiling took place; and the completed preparation was stored in a glass vessel. We are told that it was much used and was taken as a potion before food or as a sauce with food.



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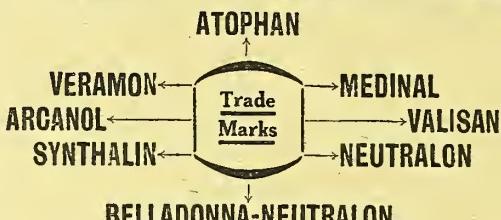
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## Editorial Articles

Chemists as Wine Retailers

WITH the advent of the approaching annual licensing sessions the question of the sale of wines by chemists and druggists may be expected to reassume its periodical importance. It is beyond question that an organised effort, increasing in violence year by year, is being made to prevent chemists and druggists carrying on the business of retailers of wine. It is unnecessary to inquire into the motives which induce those engaged in the movement to take the course they are pursuing. Whether it be trade rivalry or a perverted sense of social values that leads anyone to engineer an agitation against wine licences being granted to chemists and druggists, the object aimed at is equally indefensible—the placing of a ban on the carrying on of a legitimate branch of trade by a class of persons specially qualified by character and training for engaging in it. The position at present, as

our readers hardly need to be reminded, is that a licence to retail wine for consumption off the premises may be granted to anyone (with exceptions which are immaterial) whose character and whose premises are found to be satisfactory by the justices granting it, and the duty payable by the licensee, which varies with the annual value of the premises, is the same, whether he is or is not a registered chemist and druggist. Of late years, however, a practice has grown up with some licensing benches of granting retailers' wine licences to chemists and druggists only subject to a condition that all the privileges attaching by law to the licence shall not be used. The applicant is often called upon to undertake that only medicated wine shall be sold by him under the licence. At the same time the amount which he has to pay remains the same, and the restrictions on sales are not in other respects relaxed in his favour. As we have seen no case put forward for the exceptional disabilities under which a chemist and druggist suffers in this respect, we think it safe to conclude that no reputable case exists. Yet the movement to which we allude has, as the first item in its programme at least, the proposal that the exceptional restriction now sometimes imposed by magisterial custom on chemists should be given the force of law. With a view to that change in the law, and in order to extend and consolidate the present anomalous practice in the meantime, the scheme of tilting at the granting of the usual wine off-licences to chemists goes merrily on, the clearly implied reflection it imparts on the character and conduct of a respectable body of men notwithstanding. And the situation in this respect is made all the more indefensible by the fact that because of the present chaotic state of the law as to what constitutes a genuine "medicated wine," the most law-abiding of chemist wine retailers might well find himself exposed to the liability of being convicted for selling a wine which he had no reason to think was other than one which his licence entitled him to sell. Nor is reputation the only point to be considered in this matter. Chemists and druggists would, if the proposed change in the laws were carried out, be debarred from their proper share of a trade which is lucrative, and which has of late increased very greatly in importance. The quantities of wines of every description which have gone into consumption in Great Britain and Northern Ireland have increased within the past seven years from some 11 million to over 18 million gallons. From the profits involved in the trade in these wines we see no reasons why chemists and druggists should be cut off by law. Those who advocate the proposed change will no doubt refer for justification to the amazing state of the law which governs in Northern Ireland. There a wine retailer's off licence may be granted to a duly registered pharmaceutical chemist or chemist and druggist subject to the conditions: (i) No wine to be sold under such licence except for use in accordance with the order or prescription of a duly qualified medical practitioner; (ii) such order or prescription must be produced by the purchaser before the sale and must be retained by the chemist or registered druggist making the sale and must not be used on more occasions than are stated in the order or prescription by the medical practitioner; and (iii) on the occasion of any sale the order or prescription must be produced by the purchaser and be retained by the chemist or chemist and druggist making the sale. But while we do not attempt to justify the character of a law such as this, which would necessitate the person who desired to purchase a bottle of wine from a chemist and druggist being prepared to begin by buying an order or prescription from a medical practitioner, we must note that the provision as it stands is in the nature of an exception to the general prohibitory law against wine retailers' off-licences. And it may be that chemists and

druggists in Northern Ireland think they ought not to "look a gift horse in the mouth." We write with reference to the law on the subject which prevails in Great Britain, and which we would strongly protest against being altered to the special prejudice of chemists and druggists.

### Trade in Seeds and Oils

SPEAKING generally, trade developments in oil seeds and oils during the last two months or so have proved disappointing, and it looks as if a material revival of activity in the home industry may not be realised yet awhile. After fluctuating somewhat in the course of November, with rather more interest in the main descriptions of seed, particularly cottonseed, which was strongly influenced by the shortage of the Egyptian crop, a sagging tendency was largely in evidence in the closing month of the year, while the renewed weakness in linseed was not to be wondered at in view of the phenomenally heavy and high record estimates of the new Argentine crop placed at about two million tons. Moreover, the fact has been much commented upon that the shipments from the River Plate for the past year have panned out much heavier than was anticipated, the total being placed at fully 1,900,000 tons, including not far short of half a million tons for North America. A noteworthy feature has been the enhanced absorbing capacity of Continental crushers, whose takings have exceeded those of the previous year by, roughly, 320,000 tons. Owing to this development, which was largely in evidence before the Argentine estimates of the new crop were published, the working off of the old unshipped crop surplus was considerably accelerated to a point at which the balance of this surplus was reduced to comparatively small dimensions by the end of the year. From this, it is surmised that Continental needs have been fairly well provided for over a certain period, so that no particularly eager demand may be anticipated for new crop, especially in view of the heavy weight of supplies to be expected later, which may put the market to a more severe test. Meanwhile, however, near-at-hand supplies in the home market appear to be very light, and there has been latterly an improvement from the worst quotations seen recently for early shipment at around £14 15s. per ton c.i.f. Apart from the weakening tendency of raw material, the home demand for linseed oil has been more cautious owing to the accentuation of cheap offers from the Continent; and the price for spot delivery, which fluctuated on either side of £30 a ton during October, eventually fell away to about £27 15s., which is about the lowest figure touched during 1927. Since then the price has rallied to about £29. This compares with £35 recorded near the end of May last, and, therefore, indicates a depreciation of fully £6 a ton. The current level might be considered rather low, although it is still about £4 per ton above the extreme highest figure reached in pre-war times under almost "famine" conditions. Since then there has been an enormous increase in the world-consumption of linseed, and the River Plate production has practically doubled itself. It has been estimated that Argentina may be able to contribute between 1½ million and two million tons towards world's needs during the current year. Assuming, therefore, a fair average supply becoming available from India, and taking into consideration resources in North America and elsewhere, there is reason to believe that supplies for 1928 will be more than sufficient to cope with any possible further increase in consumption on account of the considerably reduced price. International trade in oilseeds generally seems improving, although economic conditions still leave much to be desired, and recuperation may be expected to continue slow. Dealing with the position in our issue

of October 22 last (pp. 513-14) we pointed out that there was for nine months a net decrease of 131,766 tons in our total imports of seed, nuts and oil kernels, and it will be seen from the returns given below, that this net deficit for eleven months has been reduced to 59,062 tons :—

U.K. imports. (tons)	Nov., 1926	Nov., 1927	Jan.-Nov., 1926	Jan.-Nov., 1927	Decrease or increase.
Linseed ..	17,055	18,383	340,693	330,924	- 9,769
Cotton seed ..	28,748	47,053	476,195	492,061	+ 15,866
Soya beans ..	6,000	9,200	42,038	76,172	+ 34,134
Castor seed ..	1,858	5,131	23,054	33,105	+ 10,051
Rape seed ..	411	883	14,678	6,223	- 8,455
Ground nuts ..	1,979	546	101,127	46,517	- 54,610
Copra ..	7,060	3,345	63,926	52,057	- 11,869
Palm kernels ..	9,584	21,146	207,294	172,884	- 34,410
					Net decrease 59,062
	72,695	105,687	1,269,005	1,209,943	

Whereas the receipts of linseed have been again on the short side, a considerable recovery was noted in cottonseed supplies, while the November receipts were particularly heavy, amounting to 47,053 tons, so that the total for the eleven months at 492,061 tons indicates an excess of 15,866 tons, compared with the same period in 1926. There has been a notable betterment in soya beans, but the extent of this trade is still far below pre-war dimensions. There was a good increase in the supply of palm kernels in November, while new buying by crushers has been materially stimulated by the much better export trade demand for the oil-product, principally for the United States, but the fact remains, that the year's trading results in either ground nuts, copra, or palm kernels have proved disappointing. There is little doubt, however, that a gradual improvement will be seen in this section as time goes on. Regarding soya beans, home crushers have been up against very keen competition on the part of competitors in Western Europe and also Scandinavia. As to linseed oil, the fact deserves notice that the November imports of Continental were abnormally heavy at 2,452 tons, against our exports of 2,212 tons, while the total imported in eleven months amounted to 19,390 tons, against exports of 18,341 tons. As compared with the previous year, our exports were reduced by 3,171 tons, in contrast with an excess of 5,866 tons in the quantities received from the Continent. This is certainly an unpleasant feature; and it is to be hoped that home crushers will eventually be able to strengthen their position by cheaper purchases of linseed. The outlook as to cottonseed is rather stringent, with but little possibility of the price declining, while it is to be feared that future shipments will fall off seriously on account of the poor Egyptian crop, of which already considerably more was accounted for in the past year, and the quantities yet to come forward are much less than they were a year ago. The price of black Egyptian cottonseed recently moved upwards of £12 per ton, and caused crude Egyptian cotton oil to harden again to about £37 10s., which, however, is still slightly below the highest figure of the past year.

#### An Interesting Purchase

ON going to press news has reached us of the completion of the negotiations by Savory & Moore, Ltd., 143 New Bond Street, London, W.1, for the acquisition of the well-known business of John Bell & Croyden, Ltd., 50 Wigmore Street, W.1. The negotiations have terminated in the purchase from the receiver appointed by the debenture holders, Mr. N. D. Grundy (of Everett, Morgan & Grundy), of the assets of the business as a going concern. As part of the negotiations, it may be announced that Mr. E. T. Neathercoat, Ph.C., a past-president of the Pharmaceutical Society of Great Britain, joins the board of Messrs. Savory & Moore as chairman and managing director, and that Mr. Ernest Umney (Wright, Layman & Umney, Ltd., Southwark Street, S.E.1. Mr. Ernest J. C. Savory and Mr. Arthur L. Savory are also members of the board.

#### Ultra-Violet Ray Therapy

AN extract reprinted from the Eighth Annual Report (1926) of the Scottish Board of Health, which has recently been issued, gives some interesting details in regard to ultra-violet therapy. Within the past two years a great deal of work has been done in this interesting branch of treatment, and it is noteworthy that while many of the results are of clinical interest, the precise mode of action of ultra-violet rays is unknown. As the report points out, however, clinical results justify the conclusion that this form of treatment has come to stay. A necessary warning is given that ultra-violet ray therapy is not a universal cure. Imperfect technique may perhaps explain the fact that different workers with the same type of case sometimes obtain varying results. But there are other factors which add to the difficulties of exact administration. Another matter of importance is the standardisation of lamps by some reliable and convenient method, so that constancy of output of the rays may be obtained. It has been shown that for public clinics or where treatment is being undertaken by inexperienced workers a mercury vapour lamp of high intensity is neither desirable nor necessary, and the atmospheric lamp is apparently preferred. The question of what constitutes a suitable dose of ultra-violet rays still remains unanswered, and with so many factors requiring consideration it is doubtful where a precise dose can be defined. Responsiveness of the individual, which depends obviously on natural pigmentation, points to the possibility of standardisation of the degree of this condition, but hitherto in the absence of a more scientific method the "erythema" dose has been widely used. This is intended to provide that the patient will receive a dose of radiation just short of that necessary to produce erythema. The method has been practised to some extent in Scotland, but experience of its value has been too limited for any definite conclusions to be formed. A development in regard to the erythema dose, however, is also noted. The report states:—

Hill and Eidinow drew attention to the fact that when the bactericidal power of the blood was below normal it could be raised considerably by ultra-violet irradiation of the skin. When an overdose of irradiation is given the bactericidal power appears to fall off again. They regard the optimum dose as that which raises the bactericidal power to its highest level, and the erythema dose has been related to the bactericidal power by a series of careful investigations. Skin areas of different extent were tested, and it was found that for the average adult an area of approximately 26 inches square irradiated to the extent of mild erythema gave the best results. It is assumed in these investigations that the degree of improvement in the bactericidal power of the blood is a reliable index of the dose that is best for the patient. The results would appear to show that this is the case. Observations have shown that irradiation has no effect in preventing infected children from developing illnesses such as "colds," chicken-pox, scarlet fever. All that is claimed is that irradiation increases the non-specific bactericidal power of the blood, and it is perhaps expecting too much to hope for the creation of specific immunity. Immunity itself is as mysterious as the action of "light," and the most that might be expected from irradiation would be a greater general resistance which prevented the development of a severe attack of illness. Whether, on the whole, irradiated patients generally have fewer severe cases among them than those not irradiated would seem to be an important matter for investigation. Experience along those lines has been too limited to enable any final opinion to be expressed.

In view of the many optimistic claims made for ultra-violet ray therapy, it may be somewhat disappointing to learn that there is general agreement among tuberculosis experts that better results can be obtained by heliotherapy than by artificial irradiation, and that when the natural sunshine is available it should be made use of so far as possible.

FRENCH DUTY ON ESSENTIAL OILS.—A decree dated December 21, published in the "Journal Officiel," fixes the following new rates of customs duties on volatile oils, except rose, geranium and ylang-ylang:—Maximum tariff, 200 fr. per 100 kilos (including the weight of interior packing for sending in small receptacles, such as flasks, tubes, boxes, etc., containing 30 centilitres and less). These duties are reductions on the previous rates.

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students,  
The Chemist & Druggist," 42 Cannon Street, London, E.C.4."

### Report on the December Analytical Exercise

(Continued from C. & D., January 14, p. 41.)

#### To CORRESPONDENTS

LAXEY.—You report iron as if it were a main constituent, whereas it was present only as a trace, little more than recognisable by the test with a thiocyanate.

NON-NOMEN.—Note that it is the oxalic acid and not the permanganate which is oxidised when the two are heated with dilute sulphuric acid. The evolution of water when the powder was heated in a dry tube, although not copious, should not have been overlooked.

MICROBE.—A precipitate produced by ammonium sulphide in the zinc group, which you describe as pink, may have supplied evidence of the presence of manganese, but it is not easy to understand how you accepted it alone as a proof of the absence of zinc.

BRINCOL.—In your blank test for chloride in the alcohol, nitric acid, and silver nitrate mixture, the trace you detected may have been present in the nitric acid. A test with sulphuric acid might have been quite successful.

ORBITS.—Contrary to what you report, heating the powder in a dry tube did effect some change. In two places in your report there seems to be some confusion in the use of the word magnesium and the symbol for manganese.

SPES.—It is no longer usual to employ the formula,  $K_2MnO_8$ , for potassium permanganate, since physical considerations point to the simpler formula,  $KMnO_4$ .

THE RAVEN.—Do not report "possible" impurities. You must decide from the evidence obtainable whether you consider impurities to be present or not, and report accordingly.

CHEW.—Had you considered the matter adequately, you would not have thought of testing for iron in the ferrous state in the solution obtained by boiling the powder with diluted hydrochloric acid, accompanied, as this latter operation was, by the liberation of chlorine.

KISMET.—Note that the precipitate produced in a ferrous solution by potassium ferrocyanide is not Prussian Blue.

NONNE.—The test for manganese by boiling with lead peroxide and dilute nitric acid is Crum's test, not Volhard's. Volhard himself described it as Crum's test. Chlorine was the gas evolved when the powder was boiled with hydrochloric acid.

KIWI.—You heated the powder with moderately concentrated hydrochloric acid, and observed slight white fumes on holding ammonia near; and from this you inferred the presence of a chloride or a bromide. The inference was, no doubt, justified as regards a chloride, since you had added one.

C. S. F.—By boiling the powder with hydrochloric acid, the manganese of the permanganate was converted into manganous chloride, which yields an almost colourless solution. Manganate could not have been produced in the acid solution. The pale green colour of the resulting solution was due to the chromic salt present.

P. C. M.—Carnot is the name of the author of the sodium bismuth thiosulphate test for potassium.

CYMRD ANARFEROL.—You were mistaken in regard to the evolution of sulphur dioxide when the powder was heated with dilute sulphuric acid. There was no constituent present capable of reducing sulphuric acid. The presence of chromium, which you reported, was not established by any sufficient evidence.

LABIATE.—The powder did not contain calcium. The traces you found may have been introduced in tap water, or by the action of acid solutions on ordinary filter papers.

PAT.—There is no indication, in your account of the systematic examination for metallic radicals, of what became of the manganese of the permanganate, or of the

chromium. Both should have been met with at the proper stage in the separation into groups.

RAZAC.—You report a "slight smell of sulphur" when the powder was heated with sulphuric acid, but we are not at all clear as to what you mean by this.

CUTHBERT.—You report testing for oxygen by aid of filter paper soaked in starch mucilage and potassium iodide and obtaining evidence of the liberation of iodine. Presumably you meant to state that the test was for ozone, as of course oxygen could not give the result you record.

YTTRIUM.—The precipitate you assumed to be ferric hydroxide no doubt consisted mainly of hydrated manganese dioxide. The evidence in support of the presence of lead and of an arsenate was altogether insufficient.

S. S. S.—You assert that the precipitate produced by barium chloride, in testing for acidic radicals, was partly dissolved by concentrated nitric acid (the wrong reagent, by the way), but you give no evidence as to how this supposed partial solubility was observed—and the assertion had no foundation in fact. The zinc-group precipitate should have been tested for zinc as well as for manganese.

## Medicinal Sandalwood Oil

By Ernest J. Parry, B.Sc., F.I.C., F.C.S.

WHEN, in the issue of THE CHEMIST AND DRUGGIST, December 5, 1927, an article appeared on this subject, I had not the Bulletin of Miscellaneous Information No. 5, 1927 (Royal Botanic Gardens, Kew), before me. This has since become available. This Bulletin is of considerable interest, as it appears finally to settle the botanical origins and relationships of various members of the Santalaceæ. Under the title "Santalum, Eucarya and Mida," by Sprague and Sunnerhayes, the reporters state that "In response to an inquiry received from the Forestry Department, Western Australia, as to the generic status of *Fusanus* R. Br. (Santalaceæ), and particularly as to whether it should be included in *Santalum*, L., an investigation into the taxonomy and nomenclature of these and allied genera has been undertaken with the following result." A full investigation and criticism follows, and the reporters consider the inclusion of the so-called Western Australian sandalwood tree in the genus *Fusanus* is not justifiable, and they prefer to include it in the genus *Eucarya*. The plant known at different times as *Santalum cygnorum*, *Santalum spicatum*, and *Fusanus spicatus*, would thus now become *Eucarya spicata*. I note with interest the article by Dr. May in the C. & D., January 14, p. 42, and hasten to say I meant no discourtesy to him in not referring to his work on West Australian oil. I had, however, failed to discover anything to shake my confidence in the work of so experienced and well known a research chemist as Dr. Sudborough, and, even if any of his results should require revision, certainly nothing to indicate that the alcohols in Western Australian oil and in East Indian oil are identical. So recently as 1927, Messrs. Schimmel & Co., in their annual "Bericht," after animadverting on the use of Western Australian oil as an adulterant of oil of *Santalum album*, use the following words:—"Ein solches Verfahren ist natürlich zu verurteilen, da, wie wir schon mehrmals hervorgehoben haben, die beiden Oelen ganz verschiedenen Charakter haben und verschieden zusammengesetzt sind" (such a course is naturally to be condemned, since, as we have repeatedly pointed out, the two oils are totally dissimilar in character, and possess a different composition). However, the accuracy of Dr. Sudborough's work, or its inaccuracy, are matters entirely irrelevant to the matter brought out in my original article. And that matter was unconcerned with the value or composition of Western Australian sandalwood oil. It was merely to emphasise the obvious fact that the only oil which can properly be described as B.P. or B.P.C. is that distilled from *Santalum album*, unless, and until, the proper authorities recognise that the value of any other oil entitles it to inclusion under its proper name in the authoritative works, as an official sandalwood oil, and actually include it in such works.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### ENGLAND AND WALES

#### Local Reports

**Blackburn.**—Provided the Insurance Committee were satisfied that a proper pharmaceutical service would be maintained, the Ministry of Health approved a provision whereby the hours of chemists on Thursdays for dispensing should be from 9 a.m. to 12.30 p.m., instead of from 9 a.m. to 1 p.m. During November 28,129 prescriptions were dispensed, at a cost of £1,035, the ingredients costing £515 and the dispensing fees £520.

**Cambridge.**—At the meeting of the Insurance Committee on January 14 attention was called to the fact that Insurance patients received only 2.4 prescriptions per head [annually ?], against 6.8 at Manchester. It was reported that the number of insured persons on October 1, 1927, was 48,815, against 48,186 on July 1, 1927. During the quarter ended September 30, 1927, 11,479 prescriptions were priced, of the value of £387 18s. 8d., an average cost of 8½d. Insulin was supplied to four persons during this quarter at a cost of £5 18s. 2d. Vaccines and serums were supplied to six insured persons at a cost of 15s. 7½d.

**Carnarvon.**—A meeting of the Carnarvonshire Insurance Committee was held on December 17. Mr. W. Arthur Roberts, Llandudno, complained of the anomalous position of chemists in Wales compared with English chemists. While in England there was available for drugs this year 2s. 10½d. per insured person, in Wales it was only 2s. 4½d. If doctors prescribed to a larger extent than the sum available for drugs, he maintained that chemists should be paid in full as a first charge on the amount available for medical benefit. He called attention to the overspending of the drug fund existing in several large English towns. The anomaly would be removed, he believed, if Wales were given autonomy in Health Insurance matters. Mr. W. A. Roberts, submitting the report of the finance committee, called attention to irregularities on the part of some medical practitioners, who, according to an investigation undertaken by the clerk on the instruction of the committee, had written out prescriptions for medical requirements for insured persons on their dispensing list which they themselves ought to have supplied, involving hundreds of prescriptions and resulting in a serious depletion of the drug fund. Six instances were mentioned. The amounts which the doctors concerned were called upon to refund in one case exceeded £12 and in another £10. It was moved that the matter be reported to the Ministry of Health both in London and Cardiff, as well as to the Pharmaceutical Distribution Committee, with a view of instituting similar inquiries in other areas where doctors have a dispensing list as well as a prescribing one. The motion was seconded and carried.

**Derby.**—Three cases of failure by chemists to supply drugs or appliances ordered on insurance prescription forms have been investigated by the Pharmaceutical Service Subcommittee of the Borough Insurance Committee, and the local Pharmaceutical Association has been asked to call the attention of their members to the provisions of the terms of service and to urge upon them the necessity of procuring and supplying with all reasonable despatch all such drugs (whether included in the drug tariff or not) and appliances as might be ordered by an insurance practitioner on the official form. In another case in which gauze had been wrapped in a piece of plain white paper instead of being supplied in an original sealed package the firm concerned were warned.

**Herts.**—It was reported to the Insurance Committee, on December 19, that under the scheme for testing drugs and appliances the Pharmaceutical Service Subcommittee had had before them the cases of three chemists. In one case there was a want of care in dispensing a prescription, and the chemist involved was fined 10s. 6d. In the other two cases the chemists were fined £1 each.

**Leicestershire.**—The chairman of the Medical Benefit Subcommittee recently drew attention to the increasing cost of drugs and medicines. In 1921 prescriptions issued

to each insured person averaged 2.58, and last year the average was 3.44. In the first seven months of last year the cost was about equal to the whole of 1921.

**Peterborough.**—A meeting of the Pharmaceutical Service Subcommittee was held on November 8, 1927. The analysts' reports in three cases of test dispensing were considered. (1) The report of the analyst showed that the quantity of iron and ammonium citrate was deficient to the extent of 21.1 per cent. The chemist's explanation was that he had instructed one of his assistants to prepare a stock solution of the ingredient. This assistant, through an error, had made up the stock solution in a bottle containing 48 oz. under the impression that it was a bottle which held 40 oz. The chemist was cautioned. (2) The analyst's report showed that sodium salicylate was deficient to the extent of 26.3 per cent. and that the potassium bicarbonate was in excess to the extent of 59.6 per cent. The chemist suggested that the reason for the error was due to the inaccuracy of his scales, which had not been tested for some time. The committee were not satisfied with the explanation and recommended that the sum of £2 be deducted. (3) Ung. acid. carbol., which was present in the sample, was deficient to the extent of 51.75 per cent. It was reported by the clerk that owing to a misunderstanding of the original sample had not been divided into two parts, and the pharmacist had therefore not had the opportunity of having the second portion analysed by his own analyst. The committee accordingly decided that they could make no recommendation in the matter.

**Preston.**—At a meeting of the Insurance Committee, on December 7, it was reported that during the year fourteen tests had been made, and in only one case was it necessary to refer the matter to the Pharmaceutical Service Subcommittee. The discrepancy in that case was not serious, and the chemist was warned. There had been no complaints against chemists during the year. Over 290,000 prescriptions were dispensed in 1926, and 242,754 for the first nine months of this year. The chemists were to be congratulated on the high standard of their work.

**Walsall.**—It was reported at a meeting of the Insurance Committee, on November 2, that the number of insured persons on the lists on September 30 was 40,693, and that during the quarter ended June 30 41,803 prescriptions were issued, at a cost of £483 15s. 8d. for ingredients and £788 16s. 9d. for dispensing fees. An abstract of accounts presented showed that for the year 1925 £17,314 was paid to practitioners, and drugs and appliances cost £5,889 4s. 11d.

**Great Yarmouth.**—It was reported at a recent meeting of the Insurance Committee that Mr. F. E. Whitfield, chemist, had resigned his seat upon the committee. During the third quarter of 1927 18,652 prescriptions were issued. Ingredients cost £372 8s. 10d., and the dispensing fees were £329 1s. 2d. The total cost per person was 9.16d. This includes four vaccines and serums supplied to four persons at a cost of £2 4s. 7d., and thirty-nine prescriptions of insulin, costing £17 12s. 9d., supplied to six persons.

### SCOTLAND

**Dundee.**—The Panel Committee, in their annual report, stated that Dundee still maintained its position as one of the most costly burghs in Scotland as far as prescribing was concerned. A large amount of time and labour had been expended in investigating and, when necessary, controlling the expenditure on drugs, but in spite of the high figure of the cost the prescribing had been found of a sound economic standard generally, and only in a few cases had the recommendation of a surcharge been found necessary.

**Moray and Nairn.**—It was stated at the quarterly meeting of the Insurance Committee, held at Elgin on December 28, 1927, that the average cost of drugs per person on the doctors' panels in the area for the six months ending June 30 was 10.75d., the allowance per person being 2s. The amounts paid to chemists for August was £83 17s. 11d., and for September £79 6s. 10d.

## Safeguarding of Industries Act

### The Calcium Biphosphate Inquiry

AN INQUIRY was opened at the Board of Trade offices, Westminster, on Tuesday, January 17, into a complaint that calcium biphosphate (baking powder quality) had been improperly excluded from the list H (ii) of articles chargeable with key industries duty under Part I of the Safeguarding of Industries Act as amended by Section 10 of the Finance Act 1926, and an application that it should be included. The case arose out of the publication by the Board of Trade, in 1926, of an amended list of articles chargeable with duty, which list definitely excluded calcium biphosphate, whereas, it was claimed, in the previous list it was included. The inquiry was conducted by a committee comprising Mr. A. A. Hudson, K.C. (chairman), Professor F. G. Donnan, C.B.E., F.R.S., and Professor J. F. Thorpe, C.B.E., F.R.S.

A. Boake, Roberts & Co., Ltd. (manufacturing chemists), were the applicants, and were supported by the Association of British Chemical Manufacturers. They were represented by Sir Arthur Colefax, K.C., and the Hon. Stafford Cripps. The British Chemical and Dyestuffs Traders' Association, Ltd., Chas. Page & Co., Ltd., and David T. Boyd & Co., Ltd., opposed, and were represented by Mr. James Whitehead, K.C., Mr. Kenneth Swan and Mr. R. Lambert Parry. The Board of Trade were represented by Mr. Trevor Watson.

As stated, the original complaint was made by A. Boake, Roberts & Co., Ltd., through their solicitors, Brash, Wheeler, Chambers, Davies & Co., and a second complaint was made by the Association of British Chemical Manufacturers. The original complainants put forward their complaint, which is as follows:—

#### SAFEGUARDING OF INDUSTRIES ACT, 1921

To:—

The Principal Secretary, Industries and Manufactures Department, Board of Trade.

#### STATEMENT OF COMPLAINANTS

(1) Messrs. A. Boake, Roberts & Co., Ltd. (hereinafter referred to as "the complainants") have complained to the Board of Trade of the omission from the List issued by the Board of Trade numbered H (ii) under the Safeguarding of Industries Act, 1921, Section 1, sub-section 5 of Calcium Biphosphate.

(2) The Complainants desire that there should be included in the said list CALCIUM BIPHOSPHATE of a quality which may be and is hereinafter described as calcium biphosphate "baking powder quality."

(3) Calcium biphosphate baking powder quality is a fine chemical within the meaning of the Schedule to the Safeguarding of Industries Act, 1921, and was included under the item R. calcium biphosphate in the first list of fine chemicals (numbered H) issued by the Board of Trade under the said Act. The said substance was, however, omitted from the second list (numbered H (ii)) issued by the Board of Trade under the said Act. The said omission was not made under the direction or order of the Referee appointed under the said Act.

(4) Calcium biphosphate baking powder quality is a fine chemical for the following among other reasons: (a) It has always been regarded as a fine chemical by both manufacturers and users, and has not been regarded as a heavy chemical. (b) Great care is necessary in its manufacture to eliminate any deleterious impurities. (c) It is made in relatively small batches, and its manufacture must be carefully controlled under skilled supervision for the purpose of eliminating arsenic, lead and other undesirable substances, and of avoiding any contamination with substances which might impart any smell or taste to the finished products. (d) It is produced by fine chemical manufacturers.

(5) The Complainants propose to be legally represented by Counsel before the Tribunal, and the solicitors authorised to act for them in this behalf are Brash, Wheeler, Chambers, Davies & Co., of 16 Paternoster Row, Cheapside, London, E.C.4.

This statement was adopted by the other complainants, the Association of British Chemical Manufacturers, who were not represented at the hearing.

The reply put forward by the opponents (other than the Board of Trade), who were the British Chemical and Dyestuffs Traders' Association, Ltd., Charles Page & Co., Ltd., and David T. Boyd & Co., Ltd., was as follows:—

#### STATEMENT OF THE OPPONENTS

The British Chemical & Dyestuffs Traders' Association, Ltd., Charles Page & Co., Ltd., and David T. Boyd & Co., Ltd. (hereinafter referred to as "the opponents") have duly notified the Board of Trade of their desire to oppose the application of the complainants in reference to the omission of calcium biphosphate from the list numbered H (ii) issued by the Board of Trade under the Safeguarding of Industries Act, 1921, section I, sub-section 5.

(1) The opponents have read the statement made by the Board of Trade, setting forth their reasons for omitting R. calcium phosphate from the list H (ii), and the opponents desire to endorse and adopt as part of the grounds of their opposition to the application the reasons set forth in the Board of Trade's statement.

(2) The opponents have read the statement of the complainants herein, and say in reference thereto as follows:—

(3) The claimants are seeking to have added to the said list H (ii) a chemical described as "calcium biphosphate of baking powder quality." No chemical having this description has at any time been included in any list of chemicals issued by the Board of Trade. The complainants' application is, in the opponents' submission, not in accordance with the provision of sub-section (5) of section I of the Safeguarding of Industries Act, 1921.

(4) The opponents deny that "calcium biphosphate of baking powder quality" is a fine chemoial within the meaning of the Schedule to the Safeguarding of Industries Act, 1921, or has ever been regarded by the manufacturers or users as a fine chemical. It is a typical commercial chemical employed for industrial uses.

(5) "Calcium biphosphate," otherwise known as "acid calcium phosphate," or "calcium acid phosphate," is a chemical which has for many years been used on an increasing scale in lieu of cream of tartar as an ingredient in baking powder, the other principal ingredient being bicarbonate of soda.

(6) The care taken in the manufacture of calcium biphosphate intended for use in baking powder to eliminate deleterious impurities is no greater than that which characterises the manufacture of nearly all chemicals, and, in fact, the percentage of impurity occurring or permitted in calcium biphosphate used for baking powder varies within wide limits.

(7) The manufacture of calcium biphosphate (as regards the size of batches, system of control and supervision) is carried out in a manner closely comparable to the manufacture of many typical heavy chemicals, and not in a manner characteristic of the manufacture of typical fine chemicals.

(8) The manufacture of calcium biphosphate is carried on in this country and in those countries, chiefly the United States of America, from which the imported chemical comes by heavy chemical manufacturers.

(9) It is bought and sold and dealt with on the market in large quantities.

(10) It is dealt in at prices comparable with those of heavy chemicals, and not comparable with those of fine chemicals.

(11) It is packed, shipped and handled in a manner usual with heavy chemicals.

The opponents propose to be legally represented by counsel before the Tribunal, and the solicitors authorised to act for them in this behalf are Stephenson, Harwood & Tatham.

The Board of Trade, in addition, put forward the following statement which set out their position with regard to the matter:—

#### STATEMENT BY BOARD OF TRADE

In the lists as originally issued by the Board under Section 1 (5) of the Safeguarding of Industries Act, the item "R. Calcium biphosphate" appeared.

Though the Board realised that Merck includes calcium biphosphate (calcium phosphate acid) in his list of reagents as well as in his general list of chemicals, they, in embodying the item "R. calcium biphosphate" in their list of articles dutiable under the Act, did so essentially because they regarded it as a fine chemical.

As the decisions given in the various arbitration cases under Section 1 (5) became available the Board regarded it as their duty, in order to save time and expense in connection with the settlement of cases of doubt, to apply such general principles as these decisions appeared to afford to outstanding cases in respect of which they had received formal notice of complaint.

In connection with calcium biphosphate the decision on cream of tartar became of prime importance in that this latter case turned, in substance, upon the meaning of the phrase "fine chemicals."

In the settlement of cases in which their classification had been challenged the Board interpreted this particular judgment as indicating:—

(i) that they should regard the terms "heavy" and "fine" used in antithesis to one another in the sense that, though there may be and probably are some chemicals which do not fall into either class, yet if a chemical is classified as *heavy* it is not *fine*;

(ii) that a "heavy chemical" is a commercial product mainly used for industrial purposes;

(iii) that the grouping in Group VI of the A.B.C.M. classification—analytical, pharmaceutical, photographic, rare earth, synthetic essences and perfumes, alcohol derivatives and ethers—is not to be regarded, except in so far as specially indicated, as covering chemicals properly described as industrial, that is, chemicals mainly used for industrial purposes;

(iv) that as an index it may generally be taken that in practice a fine chemical maker makes a great many different chemicals.

In applying these considerations to the specific complaint which they had received that R. calcium biphosphate was improperly included in the lists of dutiable articles, the Board, knowing (a) that R. calcium biphosphate is a commercial substance used almost wholly for industrial purposes for making baking powders, (b) that R. calcium biphosphate cannot be classified under any of the specified sub-headings of (iii) above, decided that on the basis heretofore discussed it would not be regarded as a fine chemical and that the complainants in question would win their case. Accordingly, with a view to eliminating unnecessary litigation, they, on their own responsibility, deleted the item "R. calcium biphosphate" from the lists of goods dutiable under Part I of the Safeguarding of Industries Act.

The complainants were represented by Sir Arthur Colefax, K.C., and Mr. Stafford Cripps, K.C., instructed by Messrs. Brash, Wheeler, Chambers, Davis & Co.; the opponents (other than the Board of Trade) by Mr. James Whitehead, K.C., Mr. Kenneth Swan, and Mr. R. Lambert Parry, instructed by Messrs. Stevenson, Harwood & Tatham; and the Board of Trade by Mr. Trevor Watson, instructed by the Solicitor to the Board of Trade.

#### COMPLAINANTS' CASE OPENED

Sir ARTHUR COLEFAX, K.C., for the complainants, in opening the case, said that the complaint was one in which it was sought to place upon the list of dutiable articles the substance known as calcium biphosphate (baking-powder quality). The attitude of the Board of Trade was, apparently, as follows. In the 1921 list of dutiable articles was contained the article R. calcium biphosphate, and there was also a second entry in the list, viz., R. calcium phosphates, in the plural. Acting upon the analogy of a decision or decisions of Mr. Atkinson, K.C., who was the Referee under the Act, and although his decisions were not binding upon the present Referee, the Board of Trade thought it their duty to remove R. calcium biphosphate from the list and therefore altered the entry "R. calcium phosphates" to "R. calcium phosphates other than calcium biphosphate." He drew the attention of the Referee to the chemistry of the calcium phosphates. There were three of these bodies which differed only in the amount of acidic hydrogen of the phosphoric acid which had been replaced by calcium. Thus there was the tri-basic calcium phosphate of the formula  $\text{Ca}_3(\text{P}_2\text{O}_7)_2$ ; the dibasic phosphate of the formula  $\text{Ca}_2\text{H}_2(\text{P}_2\text{O}_7)_2$ ; and the monobasic calcium phosphate  $\text{CaH}_4(\text{P}_2\text{O}_7)_2$ . The last-named body was the substance now under discussion. He then said that the reason that the complainants had chosen the words "baking-powder quality" was founded on analogy of the entry "photographic quality" applied to hyposulphite of soda by the previous Referee.

Practically the sole use of this substance was for the manufacture of baking powders and self-raising flour, and as an "improver" for ordinary wheaten flour. No other quality is manufactured except quite trivial quantities used as a reagent or for scientific educational purposes. He was not really concerned whether the words baking-powder quality were added or not, but it appeared that they would be an advantage, as it clearly defined the character of the article in the same way as the words "photographic quality" defined hyposulphite of soda. The Referee asked Sir Arthur Colefax whether acid phosphate of calcium without any qualification was a fine chemical. Sir Arthur replied that he thought that it was. There was, however, an article of com-

merce which was based on acid phosphate of calcium in a very impure condition, totally unfit for the purposes of food manufacture, viz., the well-known fertiliser "superphosphate," which was made on an enormous scale. This, however, need not come into consideration. It was used in this country to the extent of 700,000 tons or so per annum, whereas the baking-powder article was perhaps only used to the extent of 1 per cent. of that quantity. There were standards in general use and generally accepted of 1.42 parts of arsenic and 20 parts of lead per million for articles used in foodstuffs, and to these standards the phosphate used for baking powder should conform. He was informed but did not know that it was a fact that bakers generally preferred a little of the other phosphates in their acid phosphate, but he was not aware as to the reason, if it were so. There was a certain amount of calcium sulphate present in acid calcium phosphate as an impurity, the quantity appearing to depend on the amount of skill and care used in the process of manufacture. In 1911 a report had been made by Dr. Hamill to the Local Government Board, which had been published by that Department as a recommendation, dealing with the presence of calcium sulphate in this article. In this report a maximum of 10 per cent. of calcium sulphate was recommended to be allowed in the phosphate. A gradual improvement in manufacturing processes had steadily taken place, and to-day consumers asked for a quality containing not more than 2 per cent. of this impurity. It is possible, indeed, said Sir Arthur, to obtain it free from any calcium sulphate at all. In New Zealand there was a standard of 1 per cent., which indicated the quality which was demanded there from home manufacturers. It was very difficult to hit the exact point of neutrality, so that absolutely pure calcium biphosphate was not to be expected. It was most important that it should contain no free phosphoric acid. Sir Arthur then drew attention to the objects of the Safeguarding of Industries Act as set out in the preamble to the Act. It was passed to encourage the growth of the Fine Chemical Industry in this country and also to assist to reduce unemployment in this trade. The opponents of the application were merchants and in no way interested in the manufacture of fine chemicals, and the Act was certainly not intended to protect or encourage American manufactures, and practically all the imported stuff came from the United States. He was instructed that the price at which calcium acid phosphate was imported into this country was below that at which it was sold in the United States. If this was so, he might have to consider whether it could be described as dumping, and came under another part of the Act. A fair price for this substance was about £40 per ton or more, but in consequence of dumping the actual price was just over £30 per ton. He suggested that the standard of purity is not necessarily an ingredient in the definition of a fine chemical. He held that an important condition was whether or not it was made by fine chemical manufacturers in this country. He was instructed that the principal manufacturers in this country were Albright & Wilson, who were, in fact, supporting this application. He should be calling evidence dealing with the actual process of manufacture, but he should ask that this evidence should be taken in the presence of counsel only. It had been made, as far back as 1897, by A. Boake, Roberts & Co., and he believed that, although they had abandoned the manufacture as being unremunerative owing to American competition, they had recently started making again. Messrs. Albright & Wilson were looked upon as typically fine chemical manufacturers. He said that, having taken into consideration the fact that the Tribunal now consisted of the Referee with chemical experts, he did not propose to call any evidence from chemists, but would restrict his evidence to witnesses of a commercial nature and those who were actually engaged in the process of manufacture. He thought that it might be that certain decisions of Mr. Atkinson, K.C., might be referred to, especially that in what was known as the cream of tartar case. If so, he would call the attention of the Tribunal that such decisions did not bind them, and he might have to argue that the cream of tartar decision was wrong in law.

(To be continued.)

## Italian Foreign Trade

The imports into Italy for 1926 show a decrease in value compared with 1925, the figures being 25,871,340,475 lire and 26,200,483,283 lire respectively, while the value of the exports shows a slight increase. For 1926 these were valued at 18,670,600,845 lire, compared with 18,274,261,262 lire for the previous year. The excess of imports over exports for 1926 shows a difference of 7,200,739,630 lire. Oil seeds, oils, fats, waxes were imported to the value of 1,217,871,841 lire, while exports amounted to 277,800,525 lire. The total value of chemical and pharmaceutical products, dyes, resins, etc., imported was 1,879,056,529 lire, which included: essential oils, perfumery, soap and candles, 55,868,875 lire; inorganic chemicals, 150,228,328 lire; organic chemical products, 83,232,358 lire; medicinal and pharmaceutical products, 52,174,500 lire. Exports of these products amounted to 641,577,384 lire. Imports into Italy from this country were valued at 1,884,084,133 lire, and exports to this country represented a value of 1,751,246,749 lire. Among these exports were citrus oils 26,513,332 lire, cream of tartar, 13,725,039 lire, mercury 8,331,865 lire, sulphur 17,799,560 lire. Imported into Italy from Great Britain were pharmaceutical preparations and medical specialities to the value of 4,077,984 lire. The following table contains the figures for articles of interest to the drug trade based on the official statistics published by the Italian Minister of Finance, for the year 1926, compared with the corresponding figures for 1925. The amounts are given in kilos except where otherwise stated:—

	Imports		Exports	
	1925	1926	1925	1926
Acetone .. .	Kilos 365,800	Kilos 368,500	Kilos 67,300	Kilos 1,400
Acid, arsenic .. .	9,100	11,200	8,600	—
Acid, arsenious .. .	480,000	320,900	—	400
Acid, benzoic .. .	15,800	4,000	100	200
Acid, boric, crude .. .	3,000	—	101,200	64,500
Acid, boric, refined .. .	900	3,900	1,579,500	1,375,100
Acid, carbolic, crude .. .	190,300	112,900	6,600	16,400
Acid, carbolic, pure .. .	164,900	144,800	3,600	600
Acid, citric .. .	1,000	900	2,775,900	2,061,300
Great Britain .. .	—	—	319,400	263,900
Acid, hydrochloric .. .	26,800	36,300	27,200	28,800
Acid, lactic .. .	9,400	3,500	6,000	15,200
Acid, nitric .. .	5,861,200	6,631,300	13,900	35,300
Acid, oxalic .. .	251,200	249,400	300	200
Acid, phosphoric .. .	30,000	31,000	100	—
Acid, salicylic .. .	40,000	46,000	—	—
Acid, sulphuric .. .	*15,600	—	—	—
Acid, tannic .. .	47,100	29,600	190,100	500
Acid, tartaric .. .	5,100	500	3,943,200	4,024,400
Great Britain .. .	—	—	513,000	767,100
British India .. .	—	—	90,900	120,500
Canada .. .	—	—	20,200	37,500
Australia .. .	—	—	5,200	5,100
Alkaloids and alkaloidal salts, n.o.e. .. .	10,135	9,349	778	641
Almonds, whole .. .	551,300	337,000	1,293,900	3,038,100
Almonds, shelled .. .	369,400	422,400	15,914,900	19,257,400
Aloes .. .	37,400	32,100	1,300	200
Ammonia .. .	400,500	337,400	13,500	8,800
Ammonium carbonate .. .	249,700	258,700	2,600	3,800
Ammonium chloride .. .	617,400	557,800	30,500	1,100
Amyl alcohol .. .	1,100	2,200	46,100	9,900
Benzol, toloul, xylo .. .	3,399,000	4,057,700	9,100	3,800
Borax and borate of soda .. .	945,900	423,300	4,700	5,100
Bromine .. .	7,300	7,000	—	—
Bromides, metallic .. .	29,900	27,900	400	100
Calcium citrate .. .	—	—	4,678,000	4,596,100
Great Britain .. .	—	—	2,004,000	2,107,400
Camphor .. .	142,800	81,600	100	3,200
Carbon disulphide .. .	1,709,500	312,300	280,600	762,800
Cardamoms: amomies .. .	1,300	1,400	100	—
Caustic potash .. .	1,836,800	2,496,600	4,800	8,900
Caustic soda .. .	22,289,500	2,572,700	205,100	388,300
Cera .. .	26,200	19,700	59,300	52,700
Cera, bianca .. .	10,600	11,700	22,300	15,600
Chlorine liquid .. .	—	7,800	416	122
Chloroform .. .	7,800	32,100	400	1,600
Cinchona bark .. .	77,600	47,500	500	2,000
Cinnamon .. .	—	*1,400	—	—
Cloves .. .	116,400	123,100	3,800	—
Cocoa butter .. .	313,000	410,700	2,000	1,300
Copper sulphate .. .	9,685,100	8,238,200	6,427,700	8,086,000
Cream of tartar .. .	—	—	976,600	1,993,400
Great Britain .. .	—	—	651,300	1,394,700
Ether .. .	11,200	12,300	400	700
Formaldehyde, 40% .. .	159,000	31,200	400	8,700
Ginger .. .	800	1,700	—	—
Glycerin, crude .. .	349,900	495,400	469,100	694,500

	Imports		Exports	
	1925	1926	1925	1926
Glycerin, pure .. .	Kilos 305,900	Kilos 357,100	Kilos 2,100	Kilos 3,200
Glucose, liquid .. .	255,900	391,200	2,600	12,000
Glucose, solid .. .	—	3,300	200	2,000
Hydrogen peroxide .. .	239,700	184,800	700	1,600
Iodine, crude .. .	27,900	27,900	—	—
Iodine, refined .. .	8,300	4,300	500	1,600
Iodides, metallic .. .	14,100	10,100	500	3,400
Iodoform .. .	400	200	100	4,900
Lactates .. .	7,500	8,500	300	700
Liquorice juice .. .	8,400	5,700	1,051,300	842,600
Liquorice root .. .	—	—	251,100	158,900
Great Britain .. .	589,700	368,100	1,270,100	897,500
Great Britain .. .	—	—	20,100	34,700
Linsseed .. .	46,645,600	57,704,300	42,800	17,300
Magnesium carbonate .. .	4,900	4,000	238,600	204,500
Magnesium sulphate .. .	1,282,200	2,158,600	97,000	6,400
Manna .. .	—	2,200	234,200	234,500
Medicinal plants, indigenous .. .	984,100	795,000	2,442,700	2,643,700
Great Britain .. .	—	—	138,000	141,200
Medicinal plants, exotic .. .	656,000	847,700	20,200	29,200
Medicinal specialities: Secret remedies .. .	143,100	138,700	24,600	14,400
Others .. .	143,000	151,200	475,000	789,100
Mercuric chloride .. .	700	100	26,800	24,700
Mercuric oxide .. .	—	—	6,600	2,300
Mercury .. .	—	—	1,507,400	1,808,500
Great Britain .. .	—	—	208,600	171,800
British India .. .	—	—	960	1,087
Methyl alcohol .. .	427,400	583,800	6,000	400
Mustard .. .	118,900	132,800	9,700	18,200
Naphthal (α and β) .. .	2,000	4,900	2,600	23,900
*600	—	—	—	—
Nutmegs and mace .. .	40,100	51,900	—	—
Oil, bergamot .. .	—	—	177,400	152,757
Oil, castor .. .	62,800	47,600	307,600	204,800
Oil, clove .. .	349	170	776,686	622,063
Oil, lemon .. .	—	—	5,427	5,850
Oil, mandarin .. .	—	—	—	—
Oil, olive .. .	299,100	1,424,900	43,046,800	23,658,900
Great Britain .. .	—	—	566,100	116,400
Oil, orange .. .	—	—	119,317	126,202
Oil, peppermint .. .	5,079	7,088	26,470	28,197
Oil, rose .. .	239	45	95	35
Oils, citrus, n.o.e. .. .	1,901	4,656	1,231	3,563
Great Britain (total) .. .	—	—	260,258	214,139
Opium .. .	1,672	2,328	44	21
Pepper .. .	2,109,800	2,335,000	1,900	6,600
Perfumes, alcoholic .. .	95,900	73,600	51,100	35,800
Perfumes, non-alcoholic .. .	351,000	369,400	32,200	29,400
Perfumes, synthetic .. .	114,909	105,772	2,367	2,210
*836	—	—	—	—
Permanganates, sodium, potassium, barium and zinc .. .	47,200	59,600	100	100
Pharmaceutical preparations, n.o.e., simple .. .	34,100	24,600	187,400	181,500
*1,900	—	—	—	—
Pharmaceutical preparations, n.o.e., compound .. .	61,800	59,400	168,500	208,800
Phosphorus .. .	108,700	70,700	100	—
Potassium carbonate .. .	943,300	871,500	3,200	4,900
Potassium nitrate .. .	2,201,000	1,529,500	2,300	1,500
Quinine and cinchona alkaloids .. .	1,146	720	2,964	8,686
Quinine sulphate .. .	11,531	10,689	1,246	387
Quinine salts .. .	*1,322	*1,570	—	—
Other than sulphate .. .	3,522	3,599	19	224
Resorcin .. .	2,900	7,800	—	—
Saccharin .. .	*5,300	*2,000	100	—
Saffron .. .	818	963	1,138	929
Salicylates and benzoates .. .	16,400	16,700	17,900	500
Silver nitrate .. .	52	316	28	20
Sodium bicarbonate .. .	2,491,900	2,287,800	54,300	46,300
Sodium carbonate .. .	9,454,400	5,500	324,600	714,800
Sodium sulphate .. .	30,875,000	36,740,800	29,900	66,700
Spermaceti .. .	7,500	11,000	500	300
Sulphur (quintals) .. .	8,924	2,301	1,940,756	1,725,489
Great Britain .. .	—	—	643,299	437,644
Synthetic medical products .. .	77,289	70,786	13,144	14,880
Synthetic products, arseno-benzois, issued as specialities .. .	668	266	—	—
Talc .. .	—	—	2,233,700	1,842,300
Great Britain .. .	—	—	356,500	260,500
Tee and maté .. .	206,400	221,500	300	200
Turpentine .. .	4,746,800	4,389,600	9,500	11,500
Vanilla .. .	8,414	9,686	15	35
Zinc oxide .. .	1,088,200	636,100	280,400	297,800

\* Amounts imported on Reparations account.  
n.o.e. = not otherwise enumerated.

A BRONZE TABLET to the memory of Dr. C. A. MacMunn, a pioneer in biological spectroscopy, has been unveiled at the Wolverhampton and Staffordshire Hospital.

## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, January 19

**BUSINESS** in the Mincing Lane produce markets since the beginning of the year has been disappointingly slow, but with the resumption of the drug auction to-day an improvement in the general demand may be expected. In the private market there are practically no changes in the prices of crude drugs. Senega is firm and in fair demand. The new Lofoten cod fishing will commence at the end of January. Menthol is inactive. Vanilla at the first auction of the year met with a slow demand, good quality being practically all brought in. Sicilian essential oils (lemon, bergamot and orange) have undergone sharp advances at the source. American peppermint is also firmer and star anise is dull and on the easy side. Seeds show rather more inquiry, but the actual business is small. Among the pharmaceutical chemicals, a fair volume of business is being done, with no substantial change in prices. Barbitone, thymol and B.P. tannic acid are steadier; sulphonal is irregular. Bromides are steady, with dealers' prices tending to harden to the Continental level. Among the industrial chemicals a fairly good demand is reported, with one or two slight alterations, including an easier tone in arsenic. Potassium carbonate prices have been adjusted, and sodium acetate remains in very short supply. In the coal tar products, carbolic acid crystals are quiet and unchanged, and the same applies to cresylic acid. Pitch has further declined. Among the fixed oils, business continues on a good scale in some lines, such as acid oils, coconut, cotton and palm. Linseed is firmer and American turpentine dearer. Hankow wood is higher, but quiet.

Higher	Firmer	Easier	Lower
Bergamot oil	Geranium oil (Bour.)	Albumen	Adrenalin
Lemon oil	Linseed oil	Anise, star, oil	Betanaphthol
Orange oil (Sic.)	Peppermint oil (Amer.)	Antimony	Male fern ext.
Platinum	Tannic acid (B.P. leviss)	Arsenic	Pitch
Sarsaparilla (grey Jamaica)	Tartaric acid	Cassia fistula	Rubber
Turpentine	Wormseed oil (Amer.)	Hen yolk	
		Honey	
		Juniper berry	
		oil	
		Mustard seed (Eng.)	
		Palm kernel oil	
		Shellac	
	Stadier		
	Barbitone		
	Thymol		

## **Crude Drugs, etc.**

ANTIMONY is slow with prices inclined to ease, while purchases of Chinese regulus on the spot can apparently be made down to £46. Terms for shipment are chiefly nominal, ranging from £41 to £41 10s. c.i.f. English high-grade refined stands at £64 10s. to £65, but good brands are obtainable at less money.

**CADMUM.**—Current supplies from Australia find a steady market on the basis of 1s. 11d. to 2s. per lb., and a fair business is being done on that basis with terms varying somewhat according to quantity. American metal is quite nominal.

**CHILLIES.**—A limited quantity of Sierra Leone offer at 160s. per cwt.

**COLOCYNTH.**—We understand that nothing has yet been brought into Omdurman; collectors have already been into the interior, but fruit brought in was fresh and unsuitable. The fruit must be allowed to dry on the

tree, otherwise it is of little value. It is hoped to have arrivals of suitable colocynth sometime during February, which goods will be ready for shipment during Feb./March; high prices will be maintained.

MARCH, high prices will be maintained.

CALUMBA.—Seller's privately quote from 19s. 6d. to 22s. 6d. per cwt. for ordinary to medium bold sorts. As will be seen from the London drug statistics given last week, stocks for the past year were considerably reduced by 2,056 packages (being 1,257 against 3,213), and although inquiries continue to arrive on the market for parcels of direct shipment from origin, there cannot be any offers. When it is remembered that only a few years ago this drug had declined so low that it was used for fuel purposes, the present value appears to be fairly high, but in spite of this there are no holders who stored their goods in public warehouses that could sell even at present figures to show a profit.

CLOVES.—Zanzibar are steady at 7½d., to 7½d. per lb. on the spot. For shipment, January-March has sellers at 7½d. per lb. c.i.f., and February-April at 7½d. c.i.f. The landings during the week ended January 14 were 100, and the deliveries 118, leaving a stock of 11,646 bales, against 7,105 in 1926 and 14,040 in 1925. The landings during the period January 1 to 14, 1928, were 2,270 bales, against 300 for 1927, and the deliveries 127, against 798 in 1927.

COCOA BUTTER.—Prime English C.F.R. is 1s. 8½d. and other makes at 1s. 7½d. per lb. in not less than one-ton lots.

**COD-LIVER OIL.**—There is as yet no indication as to the Lofoten fishing having commenced, and any reports at this early date must be treated with reserve, as the actual fishing does not commence until the beginning of February. Prices at present are very erratic; as the views of makers differ considerably, the range of quotations for finest non-freezing steam-refined Lofoten oil varying from 145s. to 155s. per barrel c.i.f. London.

BERGEN, January 13.—Owing to several private communications from different fishing places, that the livers after all are small and lean this season, the price for unrefined cod-liver oil has advanced a few crowns per barrel. The quotation for non-freezing steam-refined quality consequently has followed, and is now 150s. to 155s. per barrel, c.i.f. London. The public inspection of the cod fishery at Lofoten will commence on January 30.

**CORN PRODUCTS, ETC.**—Guaranteed water-white *glucose* (corn syrup) is 20s. per cwt. for January-April delivery, ex store, London, duty paid. Dutch *maize starch powder* (cornflour) is 14s.  $4\frac{1}{2}$ d. per cwt. on the spot. American for January-April delivery is 13s.  $7\frac{1}{2}$ d. per cwt., ex store, London. Pearl starch for January-April delivery is 13s.  $1\frac{1}{2}$ d. ex store, London. Dutch *maize starch crystals* is 19s. 6d. on the spot. American for January-April delivery 19s., ex store, London. Dutch *dextrin* is 22s. per cwt. for superior. American canary for January-April delivery is 17s.  $7\frac{1}{2}$ d. White, 17s.  $4\frac{1}{2}$ d. for January-April delivery, ex store, London. Dutch *farina* is 17s. 9d. per cwt. on the spot, and 16s. 9d. per cwt. f.o.b.

**GUM ACACIA.**—Arrivals of new crop at El Obeid are larger than usual for the time of year, with consequent easing of prices. Arrivals at El Obeid for first half December totalled 2,182 kantars (kantar=99 lb.), for second half December 5,368 kantars, since which date further heavy arrivals are announced by cable. Prices have declined from 39s. 6d. for natural and 41s. 6d. for cleaned quoted and sold during December, to 38s. 9d. for natural and 40s. 3d. for cleaned, c.i.f. U.K. or Continental ports, January–February or February–March shipment. If as expected arrivals continue on present basis, still lower prices will be available during February. There is little demand for spot gums, prices remaining stationary at:—Natural 42s. per cwt., cleaned 44s., cleaned and sifted 47s. 6d., bleached extra 90s., bleached No. 1 80s. ex wharf.

NO. 1005, ex white.  
HEN YOLK is easier, Chinese dried offering at 1s. 10d. per lb. on the spot, and January-February shipment at 1s. 9½d. per lb. c.i.f. Prime albumen on the spot is 2s. 5½d., and January-February shipment 2s. 5d. per lb. c.i.f.

**LIQUORICE ROOT.**—Cut decorticated is quoted at 50s. per cwt. on the spot and natural at 17s. 6d. per cwt.  
**LOBELIA HERB** is quoted at 8d. to 9d. per lb. on the spot.

**MAGNESIUM.**—There is a fair demand and home makers quote 3s. 9d. to 4s. 3d. per lb. for small ingots and sticks, and terms for powder range from 5s. to 6s. 3d., according to quality and quantity.

**MALE FERN EXT.** is offered at the cheaper rate of 4s. 6d. to 4s. 7d. per lb. for 24 to 25 per cent. filicin.

**MENTHOL** has been dull throughout, Kobayashi-Suzuki offering on the spot at 15s. 9d. per lb., and January-March shipment at 15s. 1½d. c.i.f.

**MERCURY.**—The idleness of trade demand seems to be accentuated, and the market continues to show a drooping tendency. There was a good increase in last month's U.K. imports, the total being 2,768 bottles, making an aggregate for the year of 18,908 bottles, compared with 15,876 bottles for 1926. Current quotations on the spot are £22 7s. 6d. to £22 10s., less the usual discount. There is very little inquiry, and this is confined to small lots. No further demand has been reported from the Far East, and confidence in the stability of the market is lacking.

**PIMENTO** is quiet at 7½d. per lb. on the spot, and for January-February shipment 7½s. per cwt. c.i.f. is quoted.

**PLATINUM.**—There has been an improved demand and prices have been raised again, ranging from £14 17s. 6d. to £15 2s. 6d. for refined metal, while raw metal is called about £13 per oz.

**RUBBER** continues weak, and the easier tendency reported by us last week has been followed by a further decline of ½d. per lb. The general tone is quiet, and the forward positions which previously were difficult to buy, except at a heavy premium, have declined accordingly. During the past few days Singapore has been offering quite freely, and although the market expected reduced shipments from the East, we understand that the rubber afloat is much in excess of expectations. Arrivals last week totalled 2,240 tons, whilst deliveries were 1,076 tons, showing a further increase of 1,164 tons in the stocks. The London stock now stands at 65,524 tons, against 52,484 tons at the corresponding period last year. Quotations (Wednesday 5 p.m.), No. 1 standard ribbed smoked sheet, spot and January, 1s. 7½d.; February, 1s. 7½d.; March, 1s. 7½d.; April-June, 1s. 7½d.; July-September, 1s. 7½d. per lb.

**SEEDS.**—Although the actual business is small, there appears to be a little more inquiry and prices in most cases unchanged. **ANISE.**—Spanish is 50s., Levant 33s. 6d., and Russian 30s. per cwt. **CANARY** remains very quiet. Mazagan is 15s. spot and 14s. 6d. c.i.f. forward, and Saffi 14s. 6d. spot. **CUMIN.**—Maltese is 60s. spot and Morocco 58s. 6d. per cwt. **CORIANDER.**—Morocco remains firm at 41s. per cwt. on the spot. **FENUGREEK.**—Morocco is 16s. 6d. to 17s. **HEMP.**—Manchurian is 17s. 6d. and Chilian 17s. per cwt. spot. **LINSEED.**—Mazagan is 21s. spot, and 20s. c.i.f. is quoted for forward shipment. **MUSTARD.**—English is 28s. per cwt. on the spot.

**SENNA.**—We understand that there has been keen competition for arrivals of crude senna at Omdurman, prices paid being approximately 25 per cent. higher than at corresponding period last year. The quality generally is less green than usual.

**SHELLAC.**—The spot price of usual standard TN Orange has fluctuated between 235s. and 240s. per cwt., closing at the latter rate. Fine orange is 250s. to 320s., pure button 280s., and AC cakey 245s. To arrive, the sales include December-January shipment at 200s. to 205s. to 202s. 6d.; January-February, 200s. to 202s. 6d. to 192s. 6d.; February-March, 187s. 6d. Sales for delivery comprise March at 206s. to 203s. to 210s., May at 193s. to 187s. 6d.

**VANILLA.**—At the first auction of the year on January 17, 353 tins were offered, but although importers were prepared to make concessions in price, there was little demand and good quality was practically all bought in; a fair quantity of foxy and split sold in buyers' favour. Of 148 tins Madagascar, 90 sold, comprising fair firsts ½ to 7½ in., 8s. to 8s. 3d., leanish 4½ to 6 in., 7s. to 7s. 9d.; seconds 6 to 7 in., 6s., 3½ to 6½ in., 4s. 9d. to 5s. 6d.; foxy and split 4s. to 6s. Of Seychelles, 175 tins offered and 80 sold comprising seconds, 6 to 7 in., 4s. 9d. to 5s.; 3 to 5 in., 4s. 6d. to 5s., splits 4s. to 5s. 6d., brown and split 2s. 9d. to 4s. 3d., slightly mouldy 3s to 3s. 3d., mouldy 1s. 6d. to 3s. per lb.

### Essential Oils

ACCORDING to cable reports from the source, Sicilian lemon, bergamot and orange are advancing. Spot supplies appear to be rather scarce. Bourbon geranium is firmer in some directions. American peppermint and wormseed are also tending dearer. Star anise is dull and easier. B.P. juniper berry is weak. Ceylon Citronella is cheaper.

The following are the quantities and values of natural essential oils (other than turpentine) imported into and re-exported from Great Britain during December, 1927, compared with the same months in 1925 and 1926, also for the twelve months in the respective years:—

	1925	1926	1927
Dec. imports (other than turpentine) .. value	348,761	327,265	406,853
Jan.-Dec. imports do. .. value	£159,010	£90,565	£86,339
Dec. re-exports do. .. value	3,879,550	4,258,800	3,999,512
Dec. re-exports do. .. value	£1,223,350	£1,326,031	£1,102,521
Dec. re-exports do. .. value	65,349	81,628	127,313
Jan.-Dec. re-exports do. .. value	£24,486	£36,423	£27,734
Jan.-Dec. re-exports do. .. value	1,014,207	850,600	830,569
	£380,056	£341,922	£306,212

**ANISE (STAR).**—“Red Ship” on the spot is dull and on the easy side at 2s. 6d. per lb. or slightly less. For shipment, 2s. 2½d. c.i.f. is quoted for January-February.

**BAY.**—West Indian distilled is quoted on the spot at 7s. 6d. to 8s. per lb. for 50 to 55 per cent. phenols.

**BERGAMOT** is dearer to come forward by about 2s. 6d. on the week, at from 22s. 3d. to 24s. 3d. per lb. for 37 to 38 l.a. as to brand. On the spot, 22s. 6d. to 25s. is now asked.

**CAJUPUT** is quoted at 2s. 6d. per lb.; up to 2s. 9d. is asked for smaller lots.

**CAMPHOR.**—Japanese white is held at 5ls. 6d. to 52s. 6d. per cwt.

**CANANGA.**—Java oil is quoted at 13s. per lb. on the spot for fine quality. For shipment 11s. 6d. c.i.f. is about the value.

**CARAWAY.**—A firm of Dutch distillers reports:—The seed continues to rise since the official statistical returns showed a decrease of the area under cultivation of almost 30 per cent. for the next crop. The official figures for 1927 crop are not yet available, but exports exceeded the production for the years 1926 and 1927 by 50,000 bags, and with a normal average production in 1928 the stocks will be reduced by another 50,000 to 60,000 bags. The Dutch requirement is estimated at 20,000 bags annually, and this quantity is not taken into consideration by the official figures. Following the small crops and the poor oil yield of the past season, there is every reason to believe that a rise for the oil will follow. On the spot from 7s. to 7s. 6d. per lb. is quoted for double-rectified; crude is 6s. 6d. to 7s.

**CASSIA** on the spot is unchanged at 7s. per lb. for 80 to 85 c.a., and for shipment 5s. 6½d. to 5s. 7d. c.i.f.

**CINNAMON.**—Sales of Ceylon leaf are reported on the spot at 5s. 8d. per lb. in tins and cases.

**CITRONELLA.**—Ceylon is cheaper on the spot at from 1s. 4½d. to 1s. 5d. per lb., and for shipment 1s. 4½d. c.i.f. Java oil is rather easier at 1s. 7½d. to 1s. 8d., and 1s. 7d. c.i.f.

**EUCALYPTUS.**—B.P. oil, 70 to 75 cineol, is steady on the spot at from 1s. 11½d. to 2s. per lb. For 80 to 85, 2s. 2d. to 2s. 3d. is quoted.

**GERANIUM.**—Bourbon is dearer at from 12s. 3d. to 12s. 6d. per lb. c.i.f., and on the spot 12s. 6d. is quoted. The principal crop is now in course of preparation, and it is reported that the total yield will be much below that of last year. Algerian on the spot is nominal at 11s. 6d.

**JUNIPER BERRY.**—B.P. oil on the spot is easier, with offers at from 7s. 3d. to 7s. 6d. per lb.

**LEMON.**—Higher quotations have again been made for new crop at from 8s. to 8s. 6d. per lb. c.i.f. On the spot, 8s. to 8s. 3d. is quoted, and rather more for some brands. The increased rates asked are viewed with interest by merchants and consumers, who contracted, fortunately as it appears, for new crop oil at around 7s. The late beginning of the pressings this season—due both to the high prices obtained for fresh lemons and to the delay in the maturing of the crop itself—is affecting the market, especially as the yield of oil from new crop lemons is so far below normal. The U.S. demand for the fruit is reported to have been very active.

**LEMONGRASS.**—Cochin is steady on the spot at 3s. 3½d. to 3s. 4d. per lb., and for shipment 3s. 3d. c.i.f.

**ORANGE.**—Sicilian sweet has advanced, from 10s. 10d. to 11s. 5d. per lb. c.i.f. being about the current range. On the spot 11s. to 11s. 6d. is quoted. Bitter is obtainable at 11s. on the spot.

**PEPPERMINT.**—American natural tin oil is dearer to come forward, from 13s. to 14s. 3d. per lb. c.i.f. for cases being quoted as to brand. Drums are obtainable at about 14s. On the spot, from 13s. 6d. to 14s. 6d. is about the range of values. HGH is firm at 21s., London terms, for new arrivals. Japanese dementholised is steady at 6s. 4½d. to 6s. 6d. per lb. on the spot for Kobayashi-Suzuki. January-March shipment is easier at 5s. 10½d. c.i.f., after sales reported at 6s. c.i.f. First-hand quoted 6s. 3d. c.i.f.

**ROSEMARY.**—Fine quality Spanish on the spot is steady at 2s. 3d. per lb., down to 2s. being quoted for lower grades.

**ROSEWOOD.**—Fair sales of usual Cayenne quality have been made at 7s. 3d. per lb., up to 7s. 6d. being quoted for smaller lots. Brazilian is 6s. 6d. on the spot.

**SPEARMINT.**—American is firm at from 18s. to 18s. 3d. per lb. c.i.f. On the spot 18s. 6d. to 18s. 9d. is quoted.

**WORMSEED (CHENOPODIUM).**—In some directions 13s. 3d. per lb. c.i.f. was current during the week, but 14s. 6d. c.i.f. has been mentioned at the close. Spot continues firm at 14s. 6d. to 14s. 9d.

The following arrivals have taken place from the countries indicated during the period January 11 to 16 (inclusive):—  
Bergamot (It.), 14 cs.; caraway (Holl.), 2 cs.; cinnamon (Cey.), 1 dm.; citronella (Jv.) 12 dm., (Jp.) 4 dm., (Cey.) 6 dm., (Guat.) 3 dm.; eucalyptus (Ger.) 2 cs., (Sp.) 1 dm.; ho (Jp.) 1 dm.; juniper (Ger.) 2 dm.; lavender (Fr.), 5 cs.; lemon (It.), 21 cs.; mandarin (It.), 5 cs.; orange (It.), 12 cs.; palmarosa (In.), 4 cs.; patchouli (Straits), 3 cs.; peppermint (Ch.) 5 cs., (U.S.A.) 6 cs., (Jp.) 190 cs., (Aust.) 80 cs.; sandalwood (Aust.) 36 cs., (In.) 100 cs.; undescribed (Fr.), 12 cs.

#### Pharmaceutical Chemicals, etc.

LITTLE change in the market is recorded this week. The general tone continues steady and a very fair volume of business is being done.

**ACETANILIDE** continues about unchanged on the week at 1s. 5½d. to 1s. 6d. per lb. for B.P. crystals and powder; business limited.

**ADRENALIN.**—Pure is cheaper, offering at 3s. 6d. per gram.

**AMIDOPYRIN** is still quiet, but dealers' prices are steady at about 8s. 3d. to 8s. 6d. per lb. as to quantity.

**AMMON. BENZOATE** is steady as offered by dealers at 3s. to 3s. 3d. per lb.

**ASPIRIN.**—The recently advanced prices are steady and a fair business continues; quoted from 2s. 5d. to 2s. 7d. per lb. as to grade and quantity; second-hand stocks are being gradually absorbed.

**BARBITONE** is steadier but still quiet; dealers quote from 5s. 8d. to 5s. 10d. per lb.

**BENZOIC ACID (B.P.)** is bright, with prices unchanged; quantities, ex works, 2s. 0½d. to 2s. 1d. per lb.; smaller parcels from 2s. 2d. to 2s. 3d. per lb.

**BENZONAPHTHOL** remains quiet and unchanged: spot, 3s. 2d. to 3s. 3d. per lb.

**BROMIDES.**—There is nothing to add to our recent reports; the position, so far as dealers are concerned, is steady and tends to harden up to the Continental level; there is no report of any move in British makers' prices so far. Spot, from dealers: ammonium, 2s.; potassium, B.P. crystals, 1s. 8½d.; granular, 1s. 8¼d.; sodium, B.P., 1s. 11d. per lb., in cases.

**CALCIUM LACTATE** is in steady demand, with prices holding well: quantities quoted from 1s. 1½d. to 1s. 2d. per lb.

**CHLORAL HYDRATE.**—Duty-paid crystals are firm, with fair business moving at 3s. 3d. to 3s. 4d. per lb.

**CITRIC ACID (B.P. crystals).**—Dealers continue to offer foreign from 1s. 6½d. to 1s. 7d. per lb., less 5 per cent.; forward prices are well up to this figure. Business remains quiet.

**CREOSOTE (B.P.)** is unchanged at 1s. 8d. to 1s. 9d. per lb.; business limited.

**CREOSOTE CARBONATE** remains irregular on a quiet market. dealers' prices ranging from 5s. 9d. to 6s. 3d. per lb.

**GUAIACOL CARBONATE** is steady on a quiet market, dealers quoting from 4s. 8d. to 4s. 10d. per lb. for fair quantities.

**HEXAMINE.**—There is no further change, although competition for rather limited business is still very keen: quoted from 2s. 2½d. to 2s. 3d. per lb.; smaller parcels from 2s. 3½d. to 2s. 4½d.

**HYDROQUINONE** continues under the controlled prices; business is fair; isolated cheaper parcels may be still available: quoted from 3s. 8d. per lb. for half-ton lots up to 4s. 9d. for 14-lb. parcels.

**LACTIC ACID (B.P.)** is steady at last week's higher prices of 2s. 7d. to 2s. 7½d. per lb.; pale technical, 50 per cent. by weight, £43 per ton, ex store.

**MENTHOL (SYNTHETIC)** is quoted at from 9s. to 10s. per lb. by makers.

**METHYL SALICYLATE (B.P.)** is offered in large quantities at 1s. 5d. to 1s. 6d. per lb., with business quiet.

**METHYL SULPHONAL** is now generally quoted in the region of 9s. 6d. per lb., and most sales are somewhere near that figure.

**PARAFORMALDEHYDE** (100 per cent, powder) is steady and in fair demand at 1s. 8d. to 1s. 9d. per lb. for quantities in kegs.

**PARALDEHYDE** remains quiet: quantities in carboys at 1s. 1d. to 1s. 2d.; small lots in bottles, 1s. 3d. per lb.

**PHENACETIN.**—Prices are steady as quoted by dealers for quantities at 2s. 5d. to 2s. 7d. per lb.; fair business continues.

**PHENAZONE** shows no further change, but dealers' prices are very competitive at from 3s. 11d. to 4s. 2d. per lb. as to quantity.

**PHENOLPHTHALEIN** is now freely offering from 5s. 11d. to 6s. 1½d. per lb., but business remains rather quiet.

**POTASSIUM PERMANGANATE (B.P.)** is steady but quiet: dealers quote quantities at 5½d. per lb. in drums; small parcels, 5¼d. per lb.

**RESORCIN** shows no change, with moderate business passing: dealers quote from 2s. 10d. to 3s. 1d. per lb. as to quantity.

**SALICYLIC ACID (B.P.).**—Business remains rather poor and very competitive: quantities from 1s. 2½d. to 1s. 3d. per lb.; small parcels, 1s. 3½d.

**SODIUM BENZOATE (B.P.)** is bright and prices are steady; quantities of foreign powder are about 1s. 7d. to 1s. 7½d. per lb.; smaller parcels from 1s. 8d.

**SODIUM DIETHYLBARBITURATE** continues dull, with dealers offering at about 7s. 10d. to 8s. per lb.

**SODIUM SALICYLATE (B.P.)** is meeting with a moderate business and prices are steady: quantities of powder from 1s. 7d. per lb., and crystals from 1s. 8d. per lb.; about one penny more for small parcels.

**SULPHONAL** is irregular on offer, with prices ranging from 6s. 9d. to 7s. 1d. per lb.; business remains quiet.

**TANNIC ACID.**—B.P. *leviss* is firmer, with signs of a shortage on spot; controlled prices of 2s. 10d. per lb. are now being obtained, and it is difficult to trace any offers under that figure at the moment.

**TARTARIC ACID (B.P. crystals)** is firmer, and there is a fair inquiry on the market; dealers are offering foreign from 1s. 2½d. to 1s. 2¾d. per lb., less 5 per cent. for fair quantities.

**TERPIN HYDRATE** has been in better call of late at from 1s. 5d. to 1s. 6d. per lb.

**THYMOL** is steadier, but business remains quiet: synthetic material offered at about 10s. 3d. per lb.; ex ajowan seed slightly dearer.

**VANILLIN** remains very quiet except for a little contract business done at negotiated prices; quoted on the market at 15s. 3d. to 15s. 9d. per lb.

Among the chemicals which have paid Key Industry duty during the period December 24 to January 10 are the following:—Butyl alcohol, £104; isopropyl alcohol, £144; sulpharsenol, £392; thorium nitrate, £500; undescribed chemicals, etc., £5,193.

#### Industrial Chemicals, etc.

London, January 18.

ONE or two minor alterations are recorded, the chief being a further easing in the price of arsenic. Business continues on a fairly good scale and the general tone is steady.

**ACETIC ACID** continues unchanged; business moderate; 80 per cent. technical and 80 per cent. pure, £37 per ton, in

barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £57 per ton, ex store.

**ACETONE** is a bright market: dealers quote B.G.S., in drums, at £63 to £66 per ton, in drums, ex store.

**ALUM** is quiet: spot, lump, £8 10s. per ton, in casks, ex store; cheaper for quantities to come forward.

**AMMONIA (ANHYDROUS)** continues a keen market, with a fair amount of business moving: quoted prices on spot range from 9d. to 11d. per lb., carriage paid, in loaned cylinders; cheaper for large contracts.

**AMMONIUM CHLORIDE** is bright, with dealers quoting grey galvanising at £22 per ton, in casks, ex store; cheaper for contracts.

**ARSENIC**.—The demand continues dull, and the nearest quotation for white Cornish 99 per cent. is £17 15s., f.o.r. mines, although some sellers are still asking £18. Terms for Mexican high-grade are nominally £17 10s. c.i.f.

**COPPER SULPHATE**.—There is a fair inquiry for export, and the tone is steady, with f.o.b. terms ranging from £24 5s. to £24 10s. for casks, less five per cent. Quotations for home use vary well upward of £25 per ton.

**CREAM OF TARTAR** is in no great demand, and prices for foreign powder in quantities are at about 91s. 6d. per cwt., less 2½ per cent.; smaller quantities from 92s. to 93s.

**FORMALDEHYDE** is very steady and meeting with a fair demand: 40 per cent. by volume, £38 per ton, in casks, ex store.

**FORMIC ACID** is moving a good volume, with prices competitive in the region of £45 per ton for 85 per cent., in carboys, ex store.

**GAUBER'S SALT** (commercial quality) is unchanged on spot at £3 12s. 6d. per ton, in single bags, ex store; slightly cheaper for large quantities to come forward.

**ISOPROPYL ALCOHOL** is receiving fair attention, but there is plenty of competition, tending to weaken prices: quoted from 11s. 6d. to 12s. per gallon spot, and cheaper for quantities forward.

**LITHOPONE** meets with a fair business: dealers quote 30 per cent. Continental red seal at £20 per ton, in casks, ex store; cheaper for contracts.

**OXALIC ACID** is a good market as regards business, and prices are steady at £29 17s. 6d. to £30 per ton for quantities, ex wharf; small spot parcels, 3½d. per lb., ex store.

**POTASH CAUSTIC**.—There is no further change in Convention prices: spot, less than one ton, £36 15s.; one to five tons, £33 5s.; five to fifteen tons, £32 15s. per ton, in drums, ex store; c.i.f. prices to arrive, 30s. per ton less in all cases.

**POTASSIUM CARBONATE** prices have been adjusted and are now quoted as follows: 90 to 92 per cent., £25; 96 to 98 per cent., £26 per ton, in casks, ex store; slightly less for contracts.

**POTASSIUM MORATE** is very steady at 2½d. to 3d. per lb. for quantities to come forward; small spot parcels, 3½d. to 3½d. per lb.

**POTASSIUM PERMANGANATE**.—Commercial quality is quiet: dealers' prices from about 5d. per lb., in two-cwt. drums, ex store.

**POTASSIUM PRUSSIATE** is steady, with a fair amount of business passing: dealers quote from 6½d. per lb. for quantities of yellow, in cases, ex store; small lots from 7d. per lb.

**SAL AMMONIA** is bright, with dealers' prices attracting good business: dog-tooth crystals, £28 10s.; medium, £27 10s.; fine white crystals, £18 10s. per ton, in casks, ex store.

**SODIUM ACETATE** continues very short in supply and prices for supplies available are firm at fully £20 10s. per ton, in casks, ex store.

**SODIUM CHLORATE** is firm at 2½d. to 3d. per lb. for quantities to come forward; small spot parcels, 3½d. to 3½d. per lb.

**SODIUM HYPOSULPHITE**.—A limited inquiry is being received: quoted prices are unchanged: dealers' pea crystals, £15 to £15 5s. per ton, in one-cwt. kegs; commercial quality, £5 10s. per ton, in casks, ex store; British makers quote pea crystals to home consumers on contract at £15 5s. per ton, carriage paid to buyer's station.

**SODIUM NITRATE** is unchanged on a quiet market: 95 per cent., £11 10s.; 96 per cent. refined, £11 17s. 6d. per ton, f.o.r. docks, London.

**SODIUM NITRITE** is quiet: 100 per cent. basis quoted at about £19 10s. per ton and 20s. 3d. per cwt., docks, London.

**SODIUM PRUSSIATE** continues to meet with a fair demand, with dealers' prices steady at 4½d. per lb. for quantities, in casks, ex store; small lots, 4½d. to 5d. per lb.

**SODIUM SULPHIDE**, as quoted by dealers, is unchanged: 60 to 62 per cent. solid, £9 10s.; broken, £10 10s. per ton, in drums, ex wharf.

**SULPHUR**.—There is a moderate inquiry both for crude and refined, and quotations for the former range from £6 5s. to £5 7s. 6d. Sicilian flowers are £13 7s. 6d., refined ground £12, and roll £10 15s. per ton, all c.i.f. to arrive.

**COAL-TAR PRODUCTS, ETC.**.—Pitch is easier again on a slow market. Other items are quiet, and betanaphthol is cheaper. **ANILINE OIL** is unchanged at 8d. per lb., packages extra, carriage paid. **ANILINE SALT** continues to be offered at 8d. per lb., packages extra, carriage paid. **BETANAPHTHOL** is easier, with the price down to 10d. per lb., carriage paid, for large quantities. **CARBOLIC ACID CRYSTALS** continue steady, but business remains rather quiet: quoted at about 7½d. to 8d. per lb., f.o.b., in drums, with over-casks, according to quantity. **CREOSOTE OIL** is steady and moving in good volume: quoted ex works, 8½d.; f.o.b., 9d. per gallon, in bulk quantities. **CRESYLIC ACID** is a firm market, although business is rather quiet, and prices are as last week. **NAPHTHALENE** is bright, with plenty of business moving: imported flakes and balls, £17 per ton, in cases, ex wharf. **PURE METHYL ALCOHOL** continues steady but quiet: one-ton lots, £46, in drums, ex store; cheaper for quantities to come forward. **PYRIDINE** is dull: quotations range from 5s. 6d. to 6s. per gallon, f.o.b. **TOLUOL** is not in much request: commercial 90s. 1s. 7d.; pure, about 1s. 10d. per gallon, at works. **XYLOL** remains neglected and prices are nominal: pure, about 1s. 9d.; commercial, about 1s. 5d. per gallon at works. **PITCH**.—A further fall is recorded, with conditions still decidedly quiet: quoted f.o.b. East Coast at 80s. per ton.

#### Fixed Oils, etc.

BUSINESS in some lines continues on a good scale, while one or two others remain slow. Acid oils, coconut, cotton and palm oils are very steady. Linseed oil closes at better rates and American turpentine shows a further advance. **ACID OILS**.—Prices are well maintained on a firm market: coconut and/or palm kernel, 35s. 6d.; groundnut, 32s. 3d.; soya, 27s. 3d. spot. **CASTOR** remains dull and quoted prices are unchanged: pharmaceutical, 52s.; first pressings, 47s.; second pressings, 45s. per cwt., in barrels, on spot, in not less than one-ton lots.—**COCONUT** is bright and closes firm: deodorised, spot, 48s. 6d.; Ceylon, 43s. c.i.f.; Cochin, 57s. c.i.f. **COTTON** is steady and unchanged: deodorised, 46s.; common edible, 45s.; soap-making, 38s. 6d.; crude, 38s. spot. **GROUNDNUT** has been quiet and unchanged: deodorised, spot, 52s.; crude Oriental, 47s. c.i.f. **PALM KERNEL** is quiet and easier: deodorised, 47s.; crude, 41s. spot. **PALM**.—A fair business has been done and prices are substantially unchanged, with the market closing steady: Lagos, 35s. 6d.; softs, 34s. 10½d.; mediums, 34s. 6d.; hards, 34s. 9d.; bleached, 37s. 9d. **RAPE** is quiet and unchanged: refined, 48s.; crude, 46s. spot. **SOYA** is steady but quiet: deodorised, 44s.; crude, 38s. spot. **LINSEED** (raw, naked).—Bright periods of business are recorded, with the market closing very steady at improved rates on the week: on spot, 29s. 3d.; January, 28s.; January-April, 28s. 6d.; May-August, 29s. 9d.; September-December, 30s. 1½d.; boiled oil, on spot, 33s.; Hull, on spot, 28s. 9d.; January, 28s. 9d.; February-April, 28s. 10½d.; May-August, 29s. 4½d. **TURPENTINE**.—Bullish reports continue to be circulated regarding the American position, including the statement that American stocks have been considerably reduced, and the recent advance has been well maintained, with spot delivery rising to about 43s. 9d. and May-June to over 44s. On Wednesday evening the market closed quiet at 42s. 9d. and February-April at 43s. per cwt. Last week's deliveries were better at 2,007 barrels, making a total since January 1 of 3,814 barrels. The stocks were returned at 62,347 barrels, and including the afloats the London visible supply amounts to 64,497 barrels, which compares with 68,886 barrels at the same date last year. **RESIN**.—There has been a further advance in prices, due to very liberal buying, but consumers' needs seem fairly well covered for the present, and the position is very healthy; hence prices are showing resistance. C.i.f. terms for shipment from America are as follows: B 20s., D/E 20s. 4½d., F 20s. 7½d., G to I 20s. 10½d. to 21s. 6d., W.G. 24s., and W.W. 26s. Terms ex wharf are 9d. above these rates. **WOOD**.—Hankow, in barrels, on spot is quiet, but quoted at the higher rate of 81s.

**LUBRICATING, MINERAL, BURNING OILS, ETC.**.—Petro'leum jellies are firm. Other items are generally unchanged, with business on the quiet side. Lubricating oils continue steady. **BENZOL** continues unchanged: crude 65s., 10½d. to 11d.; standard motor, 1s. 1½d. to 1s. 2d.; pure, about 1s. 8½d. per gallon, ex works, in tank wagons. **FUEL OIL** is steady, with more business moving: 950 gravity, £4; 890 gravity, £4 10s. per ton, ex tank. **PARAFFIN WAX AND SCALE**.—Wax is steady at 2d. to 4½d. per lb., according to melting point, in bags. Scale is quoted for shipment at about £16 per ton, c.i.f. U.K. port. **PARAFFIN OILS** continue unchanged, with fair business moving: American standard white, 1s.; water-white, 1s. 1d. per gallon, barrels free; Roumanian white kerosene, 5½d. to 6d. ex tank, 6½d. buyer's barrels filled free, and 10d. per gallon, barrels free; American water-white kerosene, 6d. to 6½d., 6½d., and 10½d. per gallon, respectively.

## London Drug Auctions

Commercial Sale Rooms,  
Mincing Lane, E.C.3,  
January 19.

At the opening auction of the year rather less supplies than usual were offered, but with buyers quite apathetic the demand was strictly hand to mouth, and many bids were considerably below the owners' limits. The only bright spot was an advance of 1d. per lb. in grey Jamaica sarsaparilla, all the offerings being disposed of. There were no public sales of staple drugs like Sumatra benzoin, dragon's blood, gamboge, ipecacuanha, senna or beeswax. Quite a number of bids below the owners' limits are to be submitted; this seemed to be a feature of the auction. The following table shows the quantity and goods offered and sold, the asterisk referring to public sales:—

	Offered	Sold		Offered	Sold
Aconite root (Jp.)	42 ..	0	Honey—		
Aloes—			Chiilian ..	343 ..	0
Cape ..	78 ..	13	Cuban ..	9 ..	0
Curaçao ..	10 ..	0	Haiti ..	38 ..	7
Zanzibar ..	31 ..	0	Honduras ..	12 ..	0
Ammoniacum (es.)	20 ..	0	Jamaica ..	594 ..	16
Annatto seed ..	86 ..	0	San Domingo ..	159 ..	0
Areca ..	101 ..	10*	St. Lucia ..	40 ..	14
Arnica flowers ..	3 ..	0	West Indian ..	21 ..	0
Asafetida (bxns.) ..	5 ..	0	Ipecacuanha—		
Balsam tolu ..	12 ..	0	Cartagena ..	6 ..	0
Bay oil ..	9 ..	0	Matto Grosso ..	15 ..	0
Benzoin—			Minas ..	6 ..	0
Palembang ..	20 ..	0	Jalap (V.C.) ..	60 ..	0
Siam ..	4 ..	0	Kino (Afr.) ..	8 ..	0
Sumatra ..	126 ..	0	Kola ..	57 ..	3
Buchu ..	65 ..	0	Laurel leaves ..	10 ..	0
Buckthorn bark ..	64 ..	0	Lobelia herb ..	14 ..	0
Calumba ..	10 ..	0	Liquorice root ..	119 ..	0
Camphor (Jp. tabs.) (es.) ..	4 ..	0	Musk seed ..	6 ..	0
Cannab. Indica—			Myrrh ..	14 ..	0
African ..	36 ..	0	Nux vomica ..	194 ..	0
Bombay ..	2 ..	0	Olibanum ..	29 ..	0
Cardamoms ..	411 ..	18	Orange peel ..	69 ..	0
Cascara sag. ..	176 ..	0	Palmarosa oil (pots) ..	2 ..	0
Cascarella ..	1 ..	0	Papain (es.) ..	3 ..	0
Cashew nuts ..	7 ..	0	Patchouli leaves ..	42 ..	0
Cassia fistula ..	143 ..	0	Pistachio nuts ..	20 ..	0
Cassia oil ..	1 ..	0	Quince seed ..	8 ..	0
Castorum (keg.) ..	1 ..	0	Rhapontica root (Ch.) ..	26 ..	0
Chaulmoogra oil (es.) ..	4 ..	0	" (Fr.) ..	20 ..	0
Chiretta ..	6 ..	0	Rhubarb (Ch.) ..	117 ..	7
Cinchona ..	159 ..	0	Sandare ..	28 ..	0
Cinnamon oil (es.) ..	7 ..	0	Sarsaparilla—		
Civet (hrs.) ..	21 ..	0	Grey Jamaica ..	12 ..	12
Cocculosis ind. ..	7 ..	0	Honduras ..	9 ..	0
Cochineal ..	18 ..	0	Native Jam. ..	26 ..	0
Coccillana bark ..	28 ..	0	Senna and pods—		
Coloxynth ..	34 ..	0	Alex. ..	120 ..	1*
Copaiba (es.) ..	17 ..	0	Timnevelly ..	447 ..	5
Cubeb ..	27 ..	0	Sophoranthus ..	24 ..	0
Cucus ..	10 ..	0	Sumbul root ..	2 ..	0
Cuttle fish bone ..	61 ..	0	Tamarinds (Barb.) ..	15 ..	0
Dragon's blood ..	57 ..	0	" (Madras) ..	19 ..	0
Elemi ..	40 ..	0	Tonka Beans ..	26 ..	0
Ergot ..	20 ..	7*	Turmeric ..	158 ..	0
Eucalyptus oil (es.) ..	20 ..	0	Turtle dried ..	1 ..	1
Galbanum ..	2 ..	0	Wax (bees')—		
Galls (Persian) ..	25 ..	0	Abyssinian ..	71 ..	0
Gamboge ..	3 ..	0	Chiilian ..	81 ..	0
Gingergrass oil (pots) ..	2 ..	0	East African ..	135 ..	0
Guaiacum ..	20 ..	1	East Indian ..	76 ..	10*
Guam acacia ..	51 ..	0	Jamaica ..	2 ..	0
Guam karaya ..	1 ..	0	Madagascar ..	139 ..	0
Gurgan oil (es.) ..	12 ..	0	Morocco ..	15 ..	0

ALOES.—Of Cape, three cases sold at 41s. 6d. per cwt. for good firsts; fair to good seconds were limited at from 37s. to 39s.; ten cases Cape had been sold privately. Curaçao was bought in at from 65s. to 75s. per cwt. for capey part turning livery to fair liver, and for good hard Zanzibar in cases, £5 10s. to £6 was wanted.

ARECA.—A lot of ten bags had been sold privately, and for a further ten bags medium to bold sound Ceylon 40s. per cwt. was wanted.

BALSAM TOLU.—Six cases were limited at from 3s. 6d. to 3s. 9d. per lb. for part drossy to fair hard.

BAY OIL.—For five cases analysing 48 to 49 per cent. the buying-in price was 7s. per lb.

BENZOIN.—Although a fair quantity of good almondy Sumatra seconds offered there was no business, and from £7 10s. to £8 8s. per cwt. was asked as to quality. Palembang was held at from 85s. to 95s. for ordinary to good thirds. Of Siam, a case of small to medium pale loose selected almonds was limited at £29 per cwt.

BUCHU.—Privately small sales of new crop good green round have been made at 1s. 6d. per lb. In auction 4 bales of this quality were held at 1s. 6d.; yellowish and bronzy leaf was obtainable at 1s. 4d., and ovals at from 1s. 2d. to 1s. 3d. per lb. as to quality.

CARDAMOMS.—For the best lot on sale—good bold round pale Ceylon-Mysore—7s. was refused. Medium pale sold at 3s., small pale at 2s. 3d. (subject to sellers' approval), and brown and split 2s. 4d., unclipped splits and pickings 2s. 1d. to 2s. 2d. Two cases grey Bombay seed had been sold privately, and 4s. 4d. was asked for further lots; a pocket bid of 4s. 2d. was refused.

CASCARA SAGRADA.—For a parcel of 76 bags of 1922 peal a bid of 59s. per cwt. is to be submitted to the owner. A lot of 1927 peal was bought in at 55s. per cwt.

CASSIA FISTULA.—A bid of 25s. per cwt. is to be submitted for 30 bales of fair sound lean East Indian pod, this being 5s. per cwt. below the limit. Several other parcels were held at from 30s. to 35s.

COCHINEAL.—For four bags of rosy black 3s. 9d. per lb. was wanted, and for four bags of badly water-damaged a bid of 3d. per lb. is to be noted. A further lot of silver greys were limited at 3s. 6d. per lb.

COCILLANA BARK.—A lot of 28 bales was bought in at 2s. 3d. per lb.

COLOCYNTH.—A lot of 12 cases small to bold pale apple was bought in at 1s. 3d. per lb.

CUTTLE FISH BONE.—A lot of 26 cases bold pale selected East Indian was bought at 1s. per lb., and 16 cases fair sorts at 7d. per lb.

DRAGON'S BLOOD.—Several parcels of reboiled lump were offered, and for the best lot of two cases £26 per cwt. was refused; other lots were limited at from £24 to £26 per cwt. Zanzibar drop was held at £7, and reed at £12 10s. per cwt.

ERGOT.—Seven bags of good sound Spanish had been sold privately, and for 8 bags sound Russian 3s. 9d. was wanted.

EUCALYPTUS OIL.—For 20 cases analysing 81 to 82 per cent. cineol 2s. 1d. per lb. was wanted.

GAMBOGIE.—For three cases of fair Siam pipe, slightly blocky, £22 per cwt. was wanted, a bid of £21 being refused.

GUAIACUM.—A single bag of good fair glassy slightly drossy gum sold at 1s. 9d. per lb. Fair slightly drossy lump was limited at from 1s. 5d. to 1s. 7d., and ordinary drossy at 1s. per lb.

HONEY showed no improvement in the demand, and the sales were infinitesimal, only oddments being disposed of. The chief sale was for ten barrels white set Jamaica at 50s. to 51s. per cwt., and one barrel cream set at 40s.; and palish set sold privately. Twenty-six cases St. Lucia sold at 30s. per cwt. for pale to dark amber liquid. Two barrels Haiti flavoured with paraffin sold at 5s. per cwt. Five Haiti sold at 32s. to 35s. 6d. per cwt. for biscuit pale and whitish sugary set.

IPPECACUANHA was all bought in; a bid of 15s. 3d. per lb. was refused for a bale of good sound Matto Grosso, and the bulk of this description was bought in at 15s. 6d. per lb. Minas was held at 15s. per lb., and Cartagena at from 1s. 3d. to 1s. 9d.

JALAP.—For 60 bags of small Vera Cruz analysing 8 to 8.6 per cent. resin, 1s. per lb. was the buying-in price.

KOLA.—Three bags of West Indian dull to fair, mostly halves, sold at from 3d. to 3d. per lb., being steady.

LIQUORICE ROOT.—A lot of 14 bags, cut and washed decorticated tips without flavour, were offered and bought in at 50s. per cwt. For 20 bales of decorticated lengths 55s. was wanted, and for 70 bales of inferior lean natural the buying-in price was 17s. 6d. per cwt.

MYRRH.—Two bags of darkish slightly blocky sorts were bought in at £6 15s. per cwt., and two bags good palish, slightly blocky, were bought in at £7 per cwt. Another lot of 12 bags small to bold, part blocky-darkish sorts, was bought in at £6 per cwt.

PALMAROSA OIL.—For two pots East Indian 10s. per lb. was the limit, and for two pots of ginger grass oil the buying-in price was 8s. 6d. per lb.

RHUBARB was steady. A single case of medium round Shensi with seven-eighths pinky fracture, one-quarter dark, sold at 3s. 9d. per lb. Four cases Canton sold, comprising two cases bold round with three-quarters fair pinky fracture at 2s. 10d., and two cases medium

ditto mostly greyish fracture at 2s. 7d. per lb. Flat High-dried was bought in at 2s. 4d. for good, and at 1s. 11d. to 2s. for common round. A case of slightly wormy pickings sold without reserve at 1s. 11d. per lb.

SARAPARILLA.—Grey Jamaica, of which 12 bales offered, was 1d. per lb. dearer, 1s. 9d. per lb. being readily paid. Native Jamaica was all bought in at from 1s. 6d. to 1s. 8d. per lb. for ordinary grey and yellow to good red. Honduras was limited at 2s. per lb.

SENNA.—The only public sale was five bales inferior small yellowish leaf (No. 5) at 2d. per lb. subject. Pods were held at 3½d. to 4½d., dark Mecca pods were bought in at 8d., and hand-picked Alexandrian in cases at from 3s. 6d. to 4s. 9d. per lb. as to quality.

TURTLE.—A single case of dried sold at 4s. 6d. per lb.

WAX (BEE'S).—Ten bags Dar Es Salaam had been sold privately, and for further lots £8 5s. per cwt. was wanted for fair block. A case of St. Lucia had been sold privately, and further lots of brown block were obtainable at £7 10s. Fair Jamaica was bought in at £8 15s. per cwt., and Madagascar and East African at from £8 to £8 5s.

#### Menthol and Peppermint Oil

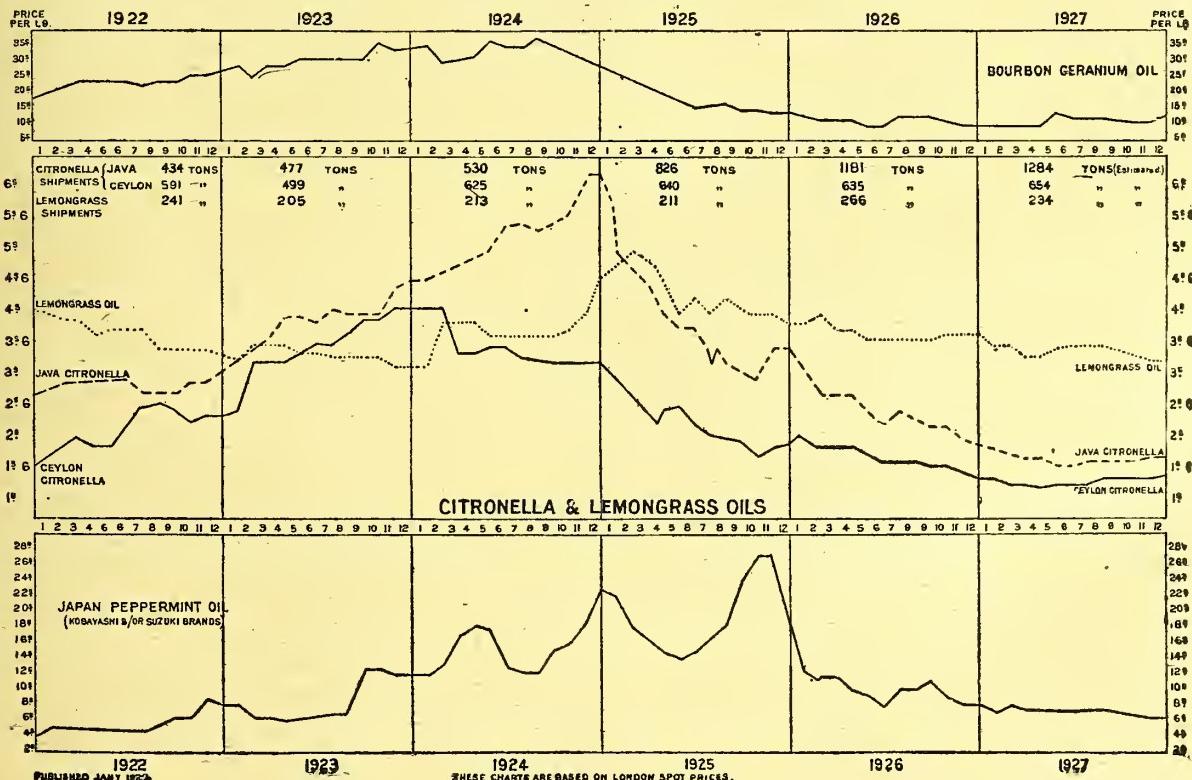
THE Japan Menthol Manufacturing Co. have issued the following report, dated December 10:—The actual approximate quantities of the new crop of Japanese peppermint oil this year, announced by the Japanese Agricultural inspectors, is as follows:—

	Expected Sept. 12, 1927	Real Dec. 10, 1927
	lb.	lb.
Ezo districts ...	... 1,300,000	930,000
Sambi districts ...	... 400,000	370,000
Remaining stock ...	... 100,000	—
	1,800,000	1,300,000

By above figures it will be found that there is a thirty per cent. reduction in the total quantity of crude oil from the autumn expected report in Ezo districts. This announcement was entirely at variance with the views of all Japan menthol manufacturers as well as producers themselves.

#### Essential Oil Charts

PRICE movements from 1922 to 1927 of Ceylon and Java citronella, Bourbon geranium. Cochin lemongrass and Japanese peppermint oils are described in the useful chart



Why all Japanese expected such a good harvest this year was because (a) the weather conditions for growing peppermint were extremely good, with moderate rains; (b) at the same time it is probable the area of peppermint plantations have been gradually increased in dimension. But the facts were quite contrary to this, and they are due to:—(a) The current weather, with excess rains, has led to a considerable growth of weeds, which prevented the peppermint growing to normal size. (b) On the other hand, the peppermint growers had been getting small returns for growing peppermint owing to the depressed market during the last three years, so the growers generally were not paying much attention to the peppermint crops. Under the foregoing facts, the previous report must be corrected. The market for Japanese menthol may not advance very much higher for the time being, but must be in upward tendency at a later date, and it must be borne in mind that if a bad harvest follows next year, the quotations may advance considerably, as the present price level does not pay farmers' expenses.

#### Java Cinchona and Coca Exports

THE following table gives the exports of cinchona and coca from Java during the period January to October 1927, compared with those of the corresponding period of 1926 (amounts in kilos):—

—	Cinchona		Coca	
	Jan.-Oct. 1926	Jan.-Oct. 1927	Jan.-Oct. 1926	Jan.-Oct. 1927
Great Britain	kilos 707,923	kilos 387,989	kilos —	kilos —
British India	65,622	143,091	—	—
Egypt	...	—	11,426	—
France	16,537	—	18,819	—
Germany	—	—	27,242	72,705
Japan	562,172	432,875	150,856	183,019
Netherlands	3,811,014	3,874,018	641,071	436,954
Port Said	—	—	8,837	—
Total	5,163,268	4,837,973	858,251	692,678

Exports of quinine from Java during the first ten months of 1927 were 14,431 kilos, against 127,187 kilos during the same period of 1926.

issued by R. C. Treatt & Co., Ltd., 11 Hart Street, London, E.C., which is reproduced below. The chart, which is revised and issued annually to the trade, is printed in red and green inks; it is mounted on card and varnished for office use.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

### Union is Strength

SIR.—“Unionist” (*C. & D.*, January 14, p. 57) has put the case in a nutshell. Mr. Walker asks for a man; pharmacy needs men. The organisation is already in existence, but it cannot produce a pharmaceutical heaven on earth, or any progress towards that state, until it has the full support of every chemist in the land. Our Society is concerned more with the legal and academic aspects of our profession than with matters relating to remuneration and finance. Let it continue its work along those lines. The other side needs the whole attention of men with a different outlook, such as we have in the R.P.U. Executive. Matters concerning our business interests could be handled effectively by this body, but only when we realise the power of concerted action, and exert ourselves to make the R.P.U. thoroughly representative. The remedy lies not in continual abuse of the organisation, but in support of its efforts.

Yours faithfully,

H. P. ELLIOTT.

Iron Bridge.

SIR.—Your correspondent “Unionist” evidently does not appreciate the position created by the acceptance of the blind contract our leaders have accepted. I have interviewed many chemists during the last few months, and find them, mostly unanimously, express discontent with the present contract. I presume as a body we have no desire for any arrangement that places us in an invidious position with the medical profession—it is for the authorities to check unnecessary expenditure on drugs and appliances; but as this excessive expenditure does exist, I fail to see any justice in allowing the drug fund to be raided to meet it. I fear that many chemists do not realise the seriousness of the position. I have been in business since 1877. I have seen the side-lines (sundries, appliances, etc.) gradually absorbed by the multiple shops, and the only asset now left to us is our qualification; if the best terms our so-called leaders can obtain for us are a “threepenny fee,” it is high time every qualified chemist got a “move on.” I would suggest to your correspondent “Unionist” that he spends a serious hour considering whether we are drifting; N.H. Insurance is only in its infancy. Its scope before long will be extended to include the bulk of the population. Already I have more than once had my attention called to the fact, when asking 2s. for a mixture, that I did not receive that price for Insurance dispensing: any man can imagine what a serious effect this or such ideas may have in future on the public in assessing the value of our services. Further, where shall we stand on a 3d. fee when the bulk of our business is N.H.I.? I have talked this matter over with several friends who employ an assistant solely for N.H.I. work; they all agree that it is beyond the ordinary man’s power to earn £5 per week at this work; this does not include any overhead charges. The only objection to a policy of “down tools” I have heard is that it is feared the multiple shops would do the work; I do not think even they will do unprofitable work, and I am told that one large company is quite willing to support any effort to obtain better remuneration. Then the doctors—that need not be considered until the present Act is altered; but in passing I should like it explained why at a recent meeting of an Insurance Committee the clerk stated that the amount allocated to the chemist was 1s. 10d., and to the doctor in rural areas 2s. 3d.; if this is so, why? Then there is the “State” body; to establish depôts where required would entail enormous expense—establishment expenses, including manager at £5 a week (only allowed to work eight hours a day, superannuation and other expenses), places this idea outside consideration. “Unionist” may be satisfied with a policy of drift, but it can only end “on the rocks.”

Until we have a society representing the whole body of qualified men we cannot speak with a united voice; unfortunately, neither the Society nor the Union represents much more than half the chemists in business, and no assistants. The B.M. Association and the Dentists’ Association represent every man on their respective registers; is it not possible for the Retail Pharmacists’ Union to do the same? If no effort is made to defend our interests, then we are doomed as independent individuals to extinction. We chemists at the present time give a service and advantages that cannot be given by any other body of qualified men. Our claim for adequate remuneration is just and equitable; it is no part of our business to sacrifice our just remuneration so that the doctors and dentists may obtain their fees in full.—I am, etc.,

J. WALKER.

Malpas.

### The Coming Pharmacists’ Prospects

SIR.—So “Student” wants to know what his prospects of success are. It depends what he means by success. If he means money, and has embarked on this pseudo-scientific trade, I will tell him how to do it. First “qualify”; join the Pharmaceutical Society, the R.P.U., and the local pharmaceutical organisation; contribute to all the charitable funds, and give “spoons” for sports. Become a “Dason,” a “Muffalo,” or a “Bruid,” or all of them. When established in business, be obsequious to those who deign to exchange their money for your goods: if there is any difference of opinion, always allow the customer to be right. Cultivate the doctors; be at their beck and call night and day. Supply them with goods at list price; send the bill in annually and never press for payment. Never suggest to a doctor, especially a panel doctor, that his writing is other than copper-plate. . . . Keep your shop open all the hours you legally can; never think of doing other than serve the public on early closing days, Sundays or Bank Holidays. Get a degree in pharmacy and study biology—you will probably never need the knowledge you acquire, but it sounds well. In your spare time take up optics, and develop and print all the photographic work you get. Be sure and contribute to the Pharmaceutical Society Parliamentary Fund—you might just as well chuck your money in the river, but if seen doing it, you might end your career in Colney Hatch. Always think in terms of money; if you have any particular individuality, smother it. Never for one moment deal with the essentials of life, as, for instance, making National Health Insurance national. It is far easier and safer to talk about what should be done than make any attempt to do it. If you follow this advice you will probably lose your hair and acquire a robot look. You will be very popular with your trade colleagues and the public; you will probably be able to afford an Austin Seven, but the wife will need to take it out for exercise and for the purpose of showing the public that you really are a man of means. You will get umpteen nice wreaths for your funeral, but, living or dead, you will never bear the slightest resemblance to—Yours sincerely,

GEORGE F. CORRALL.

Enfield Wash.

### Leprosy

SIR.—Observing that leprosy was to be found on small islands and along sea coasts, Sir Jonathan Hutchinson deduced first of all a connection between leprosy and the fish food so largely consumed in these areas. Next he deduced that there must be something in the method of preparation of the fish food which developed the disease. Then he was able to show practically that his conclusion was correct, and that there actually was a connection between the consumption of decomposing fish food and leprosy. This is a striking instance of successful medical deduction, and the view that fish food and especially salted or decomposing fish causes leprosy is held by many authorities to-day. As regards leprosy in Norway, a medical friend, who attended Hutchinson’s lectures and also visited the Bergen Leper Hospital referred to in your article entitled “Buried Alive,” was staying in a remote district there many years ago, when he was asked, “Would you like to see how the Norwegians eat fish?” In the centre of a courtyard was a

large, orange-shaped pit, the mouth of which was covered with a big flat stone. Fish of various kinds was shovelled from a cart into the pit, the mouth of which was then closed with the stone. From time to time the contents of the pit were looked at, and when decomposition was taking place to such an extent that it was no longer easy to tell one kind of fish from another, the fish was taken out and eaten raw. It has been stated that there are 100,000 lepers in India. Leprosy is a very terrible disease, yet now there is hope for the leper. The curative agent, as is well known, is chaulmoogra oil, and the principle of the cure appears to be thoroughly to saturate the system of the patient with the active constituents of the oil, and in this way the bactericidal action of the blood on the leprosy bacillus is increased. The Kalihi Hospital, Honolulu, paroled 145 leprosy patients without a single case of recurrence. It is claimed that with two-years' treatment 65 per cent. of the cases can be cured. The legislators of the Hawaiian Territory, U.S.A., who control the leper island of Molokai—where Father Damien laboured for thirty-eight years and, having contracted leprosy, died—now appear to look upon it as a sacred duty to help the leper in every way.—Yours faithfully,

ROBERT W. LINDSEY, F.C.S.

London, N.

### Unity and Strength

SIR,—May I add a few comments to recent remarks in your columns? As has been pointed out, on paper we are the most completely organised folk in the kingdom; that is just the trouble—it is practically on paper only that we are effective. We have our Pharmaceutical Society; we have the R.P.U.; and there are also those few local associations which still survive; all these separate organisations, although distinct in themselves, more or less dovetail into one another by reason of the fact that most of the officials of one body are generally on the committees of the others. But when we have said this we have said all there is in it, and for this reason—that as a class we lack the necessary tone or morale, or whatever else one chooses to term it, which gives the executive body the weight behind the thrust. Let us consider the meetings at which business matters have been discussed, such as the question of a rota service, or of not stocking some unprofitable proprietary, and then remember the number of men who have gone home and have forgotten all about these decisions and have made their own hours or prices irrespective of their agreement with their neighbours. While these things go on in our own ranks we cannot expect to be effective, however well we may be organised on paper. Regarding the number of qualified men in the employ of companies being the weak link in the chain, it may be one of the weak links but not the worst of them; besides, I do not think that in all cases these men can be held wholly to blame. While the private owner expects his assistants to be scrupulously punctual at the opening hour and in the evening to stop without a murmur till any time he chooses to let them go, and to work on Sundays and bank holidays without additional pay or equivalent leave to compensate them, he cannot grumble if they elect to work for firms which consider these matters.—Faithfully yours,

PAPIRO (16/1).

### A Retailer's Problem

SIR,—I would point out, with regard to recent remarks on the making and testing of galenicals in the pharmacy, that it is not so much a question that many of us are content to be simply purchasers and sellers of drugs, but that under modern conditions of retail work any other course is impracticable, involving as it would the expenditure of time and money which would not be recovered. In the wholesale, drugs and chemicals are purchased in big lots, the results of tests recorded, and the data are available while the stock lasts. In the same way galenicals are made in large batches and the analytical figures can always be referred to. The actual work of testing is only a small item compared to the value of the bulk; but this is not the case in a retail business. If one were to entertain such a policy seriously it would have to be done thoroughly or not

at all; and the cost would be prohibitive, for in these days we are more than ever in the habit of ordering supplies just as we require them and not large quantities. Can we imagine any pharmacist ordering a pound of cort. cinchonæ and setting out to go through the B.P. process to ascertain whether it contains 5 to 6 per cent. of total alkaloids, or receiving a hundred-weight of mag. sulph. and testing it to see whether the lead and arsenic content are within the limits allowed? It does not really pay the small man to make even such simple preparations as tinct. quin. ammon., tinct. iodi., etc., with the added trouble of recovering the rebate. When I was apprenticed we had to pay a premium to be apprenticed and received no wages, so that our labour did not add much to the cost of the product; whereas now an apprentice expects to receive nearly as much to commence with as a junior assistant's pay was in those days. Much as we may regret the passing of the work into the wholesaler's hands, I think that we have not much option if we are to hold our own against competitive prices.—Yours faithfully,

TESTEM (12/12).

### A South African Foxglove

SIR,—The specimen figured and described on p. 13 of your issue of January 7 is a well-known teratological form of *Digitalis purpurea*. It has been sent me scores of times as a hybrid of *D. purpurea* and *Campanula persicifolia*, but there is no sign of hybridity. It has been cultivated by Messrs. Sutton & Sons, Reading, who have been able to send out seeds which have a high percentage of plants coming true to their curious condition.—Yours, etc.,

G. CLARIDGE DRUCE.

Oxford.

SIR,—The variety of the foxglove described on page 13 of your issue of January 7 as "South African Fox-glove" is not confined to South Africa. I have a fox-glove growing in my garden at Beeston which regularly flowers in this way.—Yours faithfully,

H. DROOP RICHMOND.

Nottingham.

SIR,—Last July I noticed in a group of foxgloves growing in my garden that some of the plants exhibited a tendency, in the most vigorous cases, of growing a terminal flower, evidently a fusion of several buds. These were 2 in. long and about  $1\frac{1}{2}$  in. in diameter at the rim and shaped exactly like large Canterbury bells. Later in the month of August the lateral racemes showed the same tendency, but with slightly smaller fused flowers. The primary terminal flowers had from fourteen to twenty stamens, and the ovaries had from five to seven carpels. The lateral branch terminals had from seven to ten stamens and ovaries with three to five carpels. I sent a specimen to Kew for information, and received the reply that the abnormality was not uncommon and that the seed growers, Suttons of Reading, had succeeded in fixing the variety under the name of *Digitalis purpurea* var. *monstrosa*.—Yours faithfully,

M. E. SWAN.

Hendon.

### Proposed Photographic Trade Association

SIR,—One of the many advantages of the proposed Association of Photographic Manufacturers and Dealers will be organisation, and without this the chaos in the trade must rapidly become more acute. We must look to an organised future, and great as the strides of amateur photography have been since the war, even to-day only 5 per cent. of the public possess a camera. Six years ago the dealers of Shanklin became organised. We were like a drop in the ocean, and yet the manufacturers listened to us and granted us most important concessions because we were organised. Without exception we found the manufacturers were willing and anxious to help us in every possible way. Let us have a better feeling, not only among the individual dealers, but between the dealers and manufacturers; in other words, let us all join the Association.—Faithfully yours,

W. J. B. DEEKS,

Shanklin.

Hon. Secretary, Isle of Wight P.D.A.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

**J. H. L.** (6/12).—**SIGN-WRITING SIZE.**—This is a neutral, slightly cloudy liquid, specific gravity 1.00, yielding 0.5 per cent. total solids on drying down at 100° C., and no ash. It appears to consist merely of a 0.5 per cent. solution of white gelatin, preserved with a silver-reducing medium, presumably formaldehyde.

**W. G.** (28/12).—**FLASHLIGHT POWDER.**—This is powdered magnesium metal. It is sometimes mixed with an equal weight of powdered aluminium and 20 per cent. of potassium chlorate to promote combustion. You will note, however, that there is a considerable element of danger in mixing and storing chlorate mixtures.

**R. J. M.** (29/12).—**RINGWORM RUB.**—This is a golden yellow oil, resembling cottonseed oil or linseed oil in colour, but smelling fairly strongly of acetone, and its presence was shown also by test. It loses 18.7 per cent. of its weight on heating to 100° C. After removal of the volatile ingredient, the oil absorbs bromine so readily that linseed oil is indicated. The presence of acetone is suggestive that blistering liquid may have been used.

**M. B.** (31/12).—The reason the electric lamps fall from the sockets is probably due to lack of ventilation. The enormous heat generated by the 2,000-candle-power lamps bakes the cement and nullifies its holding properties. The cement is apparently one of the ordinary fire type.

**J. W. M.** (5/1).—(1) **CLEANING METAL DENTURES.**—A good plate powder or jewellers' rouge should be employed at least once a week; on other days a hard brush with a little soap is sufficient.—(2) **HAIR BLEACH.**—Laundry blue as a rinse for white hair after a shampoo has been superseded by the use of a dilute solution of a blue-violet dye (see *C. & D.*, October 29, p. 560).

**J. G.** (6/1).—**OPTICAL INSURANCE WORK.**—Admission to the Register of the Joint Council of Qualified Opticians is confined to those who have passed the examinations of the Spectacle Makers' Company or the British Optical Association. Further details may be obtained from the Registrar, Clifford's Inn Hall, London, E.C.4.

**Dodo.** (6/1).—**PEPPERMINT CORDIAL.**—It is difficult to know what is the requirement of a concentrated peppermint cordial. If alcohol is not used, then one can only saturate the water or syrup as the case may be. In order to keep it clear, not more than 2 per cent. of oil can be used, but this is amply strong enough for anyone to take. If this is what is desired, the formula would be:

Oil. menth. pip. ... ... ...	2 c.c.
Tr. senega ... ... ...	1 c.c.

Mix intimately and stir into

97 c.c. of simple syrup.

Shake well and keep for twenty-four hours before using, shaking at intervals.

**P. H.** (9/1).—**POTASSIUM BROMIDE SOLUTION.**—If you wish to prepare a concentrated solution of potassium bromide which will retain the salt in solution at all temperatures, you should not exceed a concentration of 1 in 3, weight in weight. A solution 1 in 2 represents a saturated solution, and a change of temperature will immediately upset the balance, causing the precipitation of the salt.

**T. J.** (9/1).—**CLEANING ELASTIC HOSIERY.**—The following recipe is given in "Pharmaceutical Formulas":—

Pulv. saponis ... ... ...	lb. ij.
Aqua destillatæ ... ... ...	Oijj.

Dissolve the soap in the water, and when solution is complete allow to stand for two days, and add

Liq. ammoniæ ... ... ...	3vij.
Spt. odorati ... ... ...	3xxxij.

Mix and put up in covered vessels.

Dissolve  $\frac{1}{2}$  oz. of the soap in a quart of cold water, in which let the stockings steep for twenty-four hours; then remove and rinse well in cold water.

## Legal Queries

**L. B.** (6/1).—The indentures will not be accepted by the Pharmaceutical Society until such time as the youth is registered as having passed the Preliminary examination.

**X. Y. Z.** (6/1).—Emerald green is aceto-arsenite of copper, and as an arsenite it comes within the Arsenic Act, and can be sold only to persons known or introduced by persons known, and the poisons register must be signed.

**X. Y. Z.** (6/1).—In multiple shops the pharmacy law must be carried out as in any other; the label bearing the address, etc., of the seller. It is a little doubtful whether a list of addresses on the label carries out the spirit of this requirement, as no one could say from what establishment the article was sold. The requirement is to indicate the place, and only a court could say a series of addresses fulfilled this requirement.

**A. C.** (2/1).—The use of a registered trade mark on a medicine ostensibly constitutes a claim to proprietary right in the medicine, and consequently renders it liable to medicine-stamp duty. However, if the trade mark is applied to a class of goods or to a series of preparations, the payment of duty is not insisted upon. If the use of a trade mark constitutes a claim to an exclusive right or title to the making of the medicine, this is regarded as a ground for liability.

**J. M.** (3/1) asks what conditions are imposed by law with regard to the storage and sale of "petroleum oil (paraffin)" on retail shop premises. [There are no general restrictions upon the storage or sale of *paraffin*, although there may be local by-laws affecting the construction of the premises (in particular, the provision of means of escape) if the premises are used, also, as a residence. If, however, it is intended to store and sell *petroleum spirit*, this can be done only under licence from the local authority, and subject to strict regulations as to the manner in which the spirit is stored.]

**W. A. C.** (28/12).—Has a person named X the right to put upon the market a mixture under the name "X's Mixture," with a trade-mark of his own design, or have the proprietors of the mixture bearing that name a right to its exclusive use? [In our opinion, when a name has, by long usage, become identified with the preparation of the company by which it is manufactured, we consider that the company could successfully take action for an injunction and damages against any person who used the same description for a mixture, even if his name was in fact X. The basis of a "passing-off" action of this kind is not the protection of the rights of the proprietors of the article to which the name is applied, but the protection of the public against being deceived as to the article that it is buying.]

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," January 15, 1878

### Troy and Avoirdupois Weights in Medicine

A discussion having arisen in some pharmaceutical circles as to the exact meaning of some of the symbols employed to represent medical weights, Professor Redwood has published a clear and authoritative explanation, founded on his perfect knowledge of the intentions of the compilers of the Pharmacopœia. According to this the sign "lb." should always mean the troy pound (of 12 troy ounces), the avoirdupois pound being represented by the simple letters "lb." The sign "ʒ" describes a troy ounce, of 480 grains, and should not be used for the avoirdupois ounce of 437½ grains, which is indicated by the letters "oz." The grain is identical in both systems in value as well as in expression. Professor Redwood's explanation is certainly not made too soon; indeed, it would have been better if it had been incorporated in the preface to the Pharmacopœia of 1864. No unsophisticated reader could study that preface without obtaining the impression that the troy ounce had been abolished as far as the Medical Council could destroy it. And this we venture to assert has been the belief, followed by the practice of 90 per cent. of the pharmacists of this country.



[Commenced C. & D., July 5, 1924]

**National Health Insurance (continued).**

*Limitation of Lists.*—It is provided by the Medical Benefit Regulations that a limit shall be placed on the number of insured persons which may be included in the list of any practitioner, and that in no case shall a doctor, carrying on practice single-handed, have more than 3,000 names on his list. If his list exceeds this number he is required to take a partner or assistant.

*Range of Treatment.*—A practitioner is expected to give to his patients such treatment as a general practitioner of ordinary professional competence and skill can properly undertake in the best interests of the patient. If the patient requires something beyond this, his doctor must advise him how to get it. Specialist services are not provided by the Insurance Acts at the present time. A practitioner must provide proper surgery accommodation for his patients, visit them in their own homes, issue medical certificates, and keep such records of their diseases and of his treatment of them as may be required from time to time.

*Supply of Drugs by Practitioners.*—This is prohibited except in the following cases: A practitioner is required to supply a patient with all drugs which are necessarily or ordinarily administered by a practitioner in person, and with any drugs and appliances which are needed in an emergency before a supply can be otherwise obtained. For all ordinary drugs so supplied a payment is now made to each practitioner on a capitation basis. For a few special drugs of a more expensive character (such as salvarsan, vaccines, etc.), which are included in a list approved by the Minister of Health, payment is made at tariff rates. These may be supplied personally by the practitioner or ordered from a chemist on a prescription form in the usual way. When an insured person has serious difficulty in obtaining drugs and appliances from a chemist by reason of distance or lack of easy communication, or where in a rural area an insured person who is resident more than a mile from a chemist elects to obtain his drugs and appliances from his doctor, then the medical practitioner may be required to supply such drugs and appliances.

*Excessive Prescribing.*—The Panel Committee are required by the M.B. Regulations to investigate, from time to time, prescriptions issued by Insurance practitioners, and if it appears to them that any practitioner, by reason of the character or quantity of the drugs and appliances ordered by him, has caused a charge to be made upon the drug fund in excess of what was reasonably necessary for the treatment of his patients, then they must report the facts to the Insurance Committee, giving details of the prescriptions which they consider to be unnecessarily costly, and stating the amount which should be deducted from the payments to be made to that practitioner by the Insurance Committee. The doctor has the right of being heard by the Panel Committee in justification of his prescribing, and also the right to appeal to the Minister of Health if he does not agree with the surcharge of his account. A portion of the work of the Pricing Offices consists of the compilation of statistical data for the use of Panel Committees, and if it is found that the average cost in any particular case considerably exceeds the average for the whole area a detailed examination of all the prescriptions issued by that practitioner during the period under review is made.

**PHARMACEUTICAL SERVICE**

*Terms of Service.*—The Minister of Health, in order that arrangements may be made for the supply of drugs and appliances, prepares a list of prices on the basis of which payment is to be made to chemists for goods supplied to insured persons. This drug tariff having

been prepared, the Insurance Committee and the Pharmaceutical Committee of each area must prepare jointly a statement of the terms upon which chemists are to be invited to undertake Insurance dispensing. A chemist is required to supply with reasonable promptness to any person who presents to him a prescription issued by a practitioner on the proper form provided by the Insurance Committee the drugs and appliances which are ordered. He is expected to keep in stock all the drugs and appliances which are mentioned in the drug tariff.

*Testing Scheme.*—A scheme for testing the medicines dispensed by chemists for insured persons has been agreed upon between the Retail Pharmacists' Union and the Ministry of Health. This scheme is controlled by the Pharmaceutical Service Subcommittee of the Insurance Committee for each area.

*Contractors.*—For the supply of drugs and appliances the Acts and Regulations empower Insurance Committees to contract with registered chemists and limited companies (recognised by the Poisons and Pharmacy Act, 1908) to dispense prescriptions and supply drugs and appliances; and with other (unqualified) persons to supply drugs (not being scheduled poisons) and appliances. Persons and companies in the first class undertake as a part of their contract that all medicines supplied by them to insured persons shall be dispensed either by or under the direct supervision of a registered pharmacist or by a person who, for three years immediately prior to December 16, 1911, has acted as a dispenser to a duly qualified medical practitioner or a public institution.

*Agreements.*—Arrangements to contract with the Insurance Committee for the supply of medicines and appliances may be made at any time, and it is possible to withdraw from the list on giving three months' notice at any period. Any chemist contracting to supply medicines and appliances for insured persons is required to exhibit in the shop a notice specifying the days and hours of service; when the shop is closed, exhibition of a notice indicating the nearest place where medicines can be obtained is required. In the event of a chemist commencing business during the year in a rural area where arrangements have been made for a doctor to supply his patients with medicines, the fact that the chemist enters into an agreement for the supply of medicines to insured persons does not affect the doctor's right to continue to supply his patients with the same, even though they reside within one mile of the chemist's shop, until the expiration of the period for which such arrangements were made with the doctor.

*Hours of Service.*—The chemists' agreement includes an undertaking that dispensing facilities shall be available for insured persons at one or more shops in every district until the normal closing hour, which is generally accepted as 8 p.m. The Insurance Committee is required, in consultation with the Pharmaceutical Committee, to make such arrangements, either by a rota or otherwise, as shall secure that this undertaking is properly carried out.

*Urgent Prescriptions.*—After the hour of 8 p.m. a double dispensing fee is allowed for each prescription dispensed, provided that the form is endorsed "Urgent" by the prescriber, and that the chemist furnishes a signed statement on the back of the form as to the hour at which the prescription was actually dispensed. These double dispensing fees are also allowed after the normal hours on early-closing days, Sundays, and public holidays.

*The Prescription-Form.*—The Ministry of Health have suggested the adoption by all Insurance Committees of one model prescription-form, 6½ in. long and 4 in. wide. Spaces are provided at the top of the form for the name and address of the insured person and for the chemist's prescription-stamp. At the foot of the form spaces are provided for the signature of the prescriber and the date of issue. In the centre is a blank space for the actual prescription, 4½ in. long and 3 in. wide; practically half of the form is thus reserved for the prescription. A narrow ruled margin 1 in. wide and 4½ in. long is provided at the right-hand side for the use of the pricing bureau. The following notice is printed in bold type on the back of the form:—

**NOTICE TO THE INSURED PERSON**

This form may be taken to any chemist on the panel of the Insurance Committee. The form should be presented

# The C.&D. Commercial Compendium

to the chemist during the hours when the shop is required by the Regulations to be open. In cases where the medicine is urgently required it may be obtained after the normal closing hours if the prescription is marked "Urgent" by the doctor.

If medicine or other liquid is ordered by the doctor it will be necessary for the patient to provide a bottle or bottles of suitable form and size.

The holder of this form may, by paying a deposit, obtain the necessary bottle or bottles from the chemist.

The amount deposited will be paid back by the chemist if the bottle, with the chemist's label attached, is returned to him in a clean condition.

## C.—Supply of Drugs and Appliances, and Terms of Service

### SUPPLY OF DRUGS AND APPLIANCES

Medical benefit consists of medical treatment and attendance, including the provision of proper and sufficient medicines and such medical and surgical appliances as are specified in the second Schedule to the Regulations. Thus while the appliances which may be supplied are definitely specified in the Regulations, the medicines which may be prescribed for insured persons are only qualified by the terms "proper and sufficient."

*Drugs and Medicines.*—The prescriber's choice of medicines is unlimited; he is not confined to the drugs included in the tariff, but may order any drug or preparation which he considers necessary for the proper treatment of a patient. His prescriptions, however, are subject to scrutiny by the Panel Committee at a later stage, and, if this committee decides that the doctor has ordered medicine in larger quantities or in more costly forms than was necessary, it must recommend the Insurance Committee to surcharge the doctor for his excessive prescribing. The chemist, however, should receive payment for any drug or medicine which he supplies.

*What May Be Supplied.*—There are certain border-line articles which cannot be considered as proper and sufficient medicine; it is very difficult to state definitely in every case whether certain articles are allowed or not. Certain classes of articles have been adjudged to be allowable, others have been disallowed. Interpretations may vary in different areas, but in all doubtful cases chemists should ascertain through their own Insurance Committee whether certain articles will be paid for or not. *Foods:* Articles which are purely nutritive without medicinal value are not paid for, such as meat-juices or invalid foods. On the other hand, articles which may be classed as medicines as well as foods may be allowed. *Disinfectants:* These, as such, are not allowed—e.g., crude carbolic acid or patent disinfectants ordered without any directions for use, but disinfectants prescribed as ingredients in lotions, etc., or ordered with dressings, would probably be paid for. *Toilet Articles:* Such articles as tooth-powders or face creams, which are obviously not medicinal in value, are not paid for, but those which have a more curative character, such as medicinal hair washes, would be considered to be medicines to which insured persons are entitled.

*Proprietary Articles.*—No article is necessarily disallowed because it is of a proprietary nature, or because it is of high cost. Any article, proprietary or otherwise, if it is a medicinal preparation and required for the patient's treatment, must be paid for if properly prescribed by the insured person's medical attendant.

*Appliances.*—According to Article 5 of the Medical Benefit Regulations, the only medical and surgical appliances which may be provided as part of medical benefit are the appliances specified in the second Schedule. These are as follows:—

Adhesive plaster.  
Bandages, rolled:  
Calico.  
Crêpe.  
Domette.  
Elastic-web.  
Flannel.  
India-rubber.

Bandages, rolled—cont.: Muslin. Open-wove. Plaster of Paris Bandages, triangular. Catheters: Gum-elastic. Soft rubber.
---

### Cotton-wools, absorbent:

Boric.  
Sal-Alembroth.  
Unmedicated.

### Eye baths.

### Gauzes:

Boric.  
Carbolic.  
Double cyanide.  
Iodoform.  
Picric.  
Sal-Alembroth.  
Sublimed.  
Unmedicated.

Gauze and cotton wool tissue.

Hypodermic syringes and needles when used for self-administration of insulin.

### Ice bags:

Check sheeting.  
India-rubber.

### Lints:

Boric.  
Sal-Alembroth.  
Unmedicated.

### Protectives:

Gutta-percha tissue.  
Jaconet.  
Oiled cambric.  
Oiled paper.  
Oiled silk.

### Ring pessaries.

### Splints.

Suspensory bandages:  
Cotton.

### Tows:

Carbolised.  
Unmedicated.

### Wood wool.

Nothing outside this list may be supplied at the cost of the drug fund. If a chemist receives an Insurance prescription for any other article, he should refuse to supply, except at the expense of the doctor or the patient. The drug tariff, however, does not mention all the varieties of appliances which may be prescribed for insured persons. For instance, with regard to bandages only a few commonly used sizes of each variety are priced in the tariff, but any length or width of any of the bandages mentioned in the Schedule may be ordered at the doctor's discretion.

*Chemists' Remuneration.*—Payment for drugs and appliances supplied by chemists is made according to the drug tariff. The tariff originally adopted throughout Great Britain was based on payment for drugs at one-third more than cost, the profit varying in an inverse ratio to the amount prescribed; a fee for compounding and dispensing was added to the price of the drugs, and the total gave the cost of the prescription. Later, however, a Departmental Committee was appointed to inquire into the matter, with the result that the present so-called commercial tariff, which came into operation in January 1916, was adopted for England and Wales, on the understanding that the pricing of prescriptions should be done for chemists. The system of remuneration now prevailing throughout England and Wales is based upon payment for drugs at cost, plus a fee for professional services, with an addition for establishment charges.

*Dispensing Fees.*—The dispensing fees allowed in the original 1916 Tariff were supplemented from time to time by additions being made to the allowance for establishment charges to meet increased business expenses. The original mixture fee in 1916 was 2.8d., 2d. being remuneration for compounding the mixture, and 0.8d. being an allowance for establishment expenses. To this amount 0.3d. was added for each of the years 1916 and 1917, making the total of the mixture fee for these years 3.1d. For 1918 0.75d. was added, which increased the 1916 figure to 3.55d., and for 1919 1.2d. was added, making the total fee for mixtures 4.0d. A new method of augmentation was introduced for 1920, for not only was the 1919 allowance of 1.2d. continued, but the original figure of 2.8d. was increased by 50 per cent., making a fee of 5.4d. in all. For 1921 this figure was levelled up to the whole number of 6d., representing an increase of 3.2d. over the 1916 figure. The drug tariff introduced in April 1921 contained a new scale of dispensing fees, in which no decimal figures were included. For the years 1922 and 1923 an all-round deduction of one penny was made from the dispensing fees which were in force for 1921. This brought the mixture fee down to 5d. Since May 1, 1924, a revised scale of dispensing fees has been in operation. The effect of the revision was to increase the fees payable in respect of all appliances, proprietary preparations, serums, vaccines and insulin exceeding 2s. 6d. in value and to allow out-of-pocket expenses for certain appliances and proprietary preparations specially obtained. An additional fee is payable in respect of preparations requiring to be specially sterilised.

(To be continued.)

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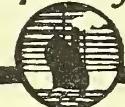
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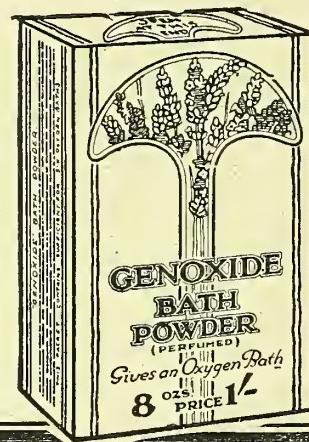
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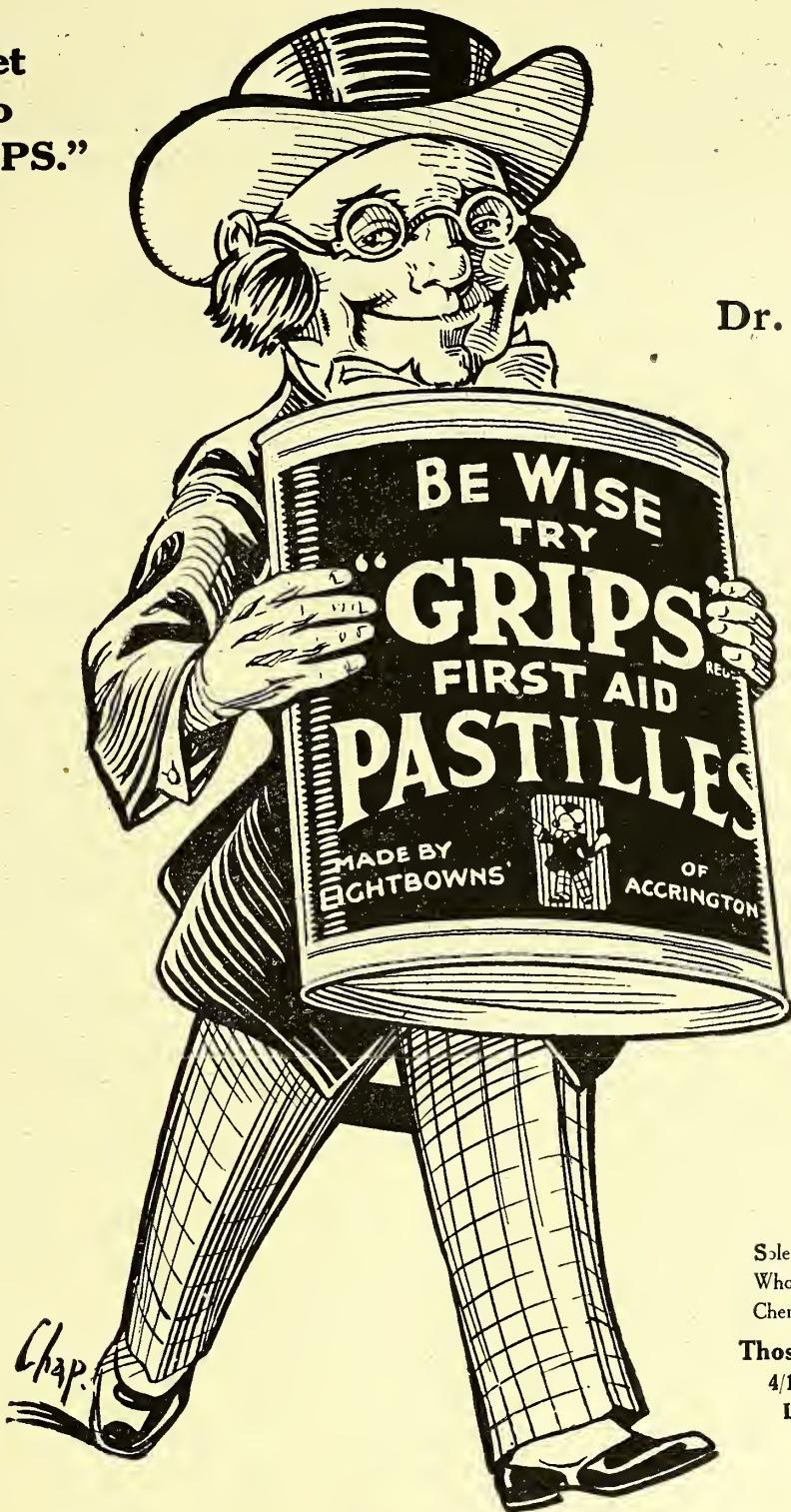
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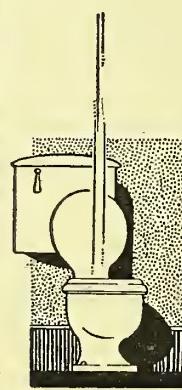
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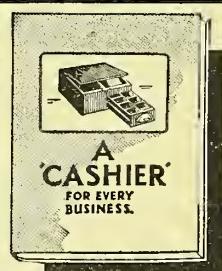
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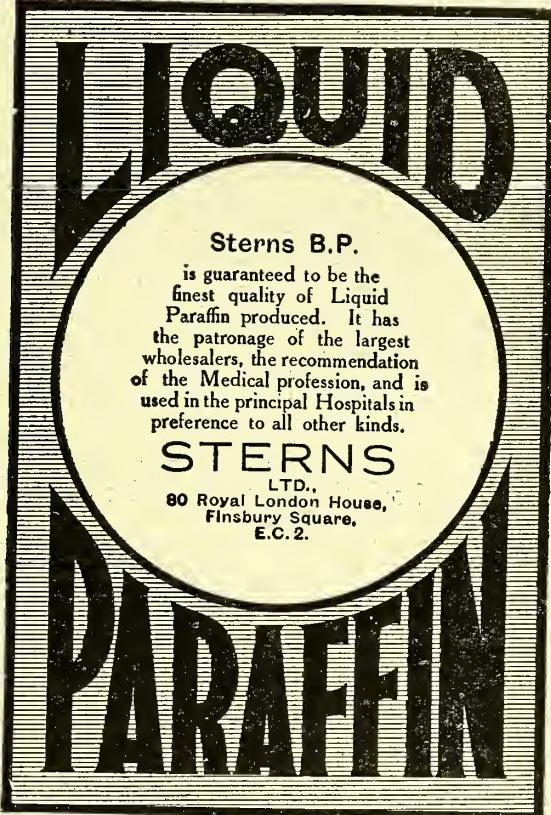
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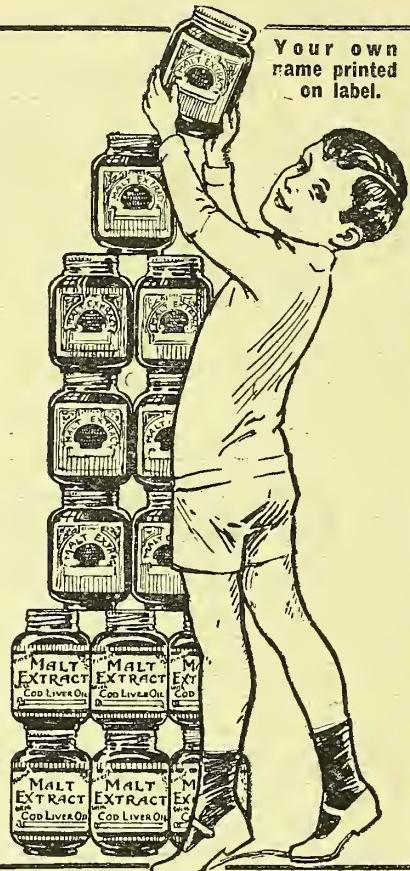
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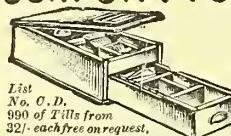
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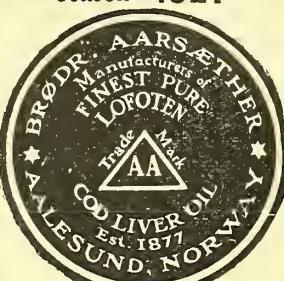
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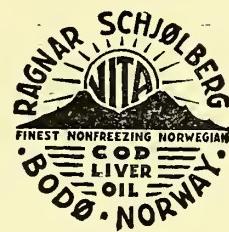
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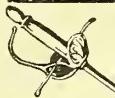
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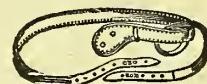
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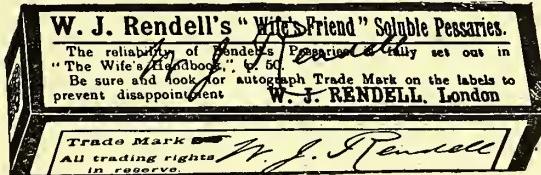
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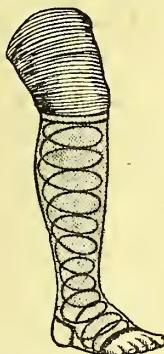
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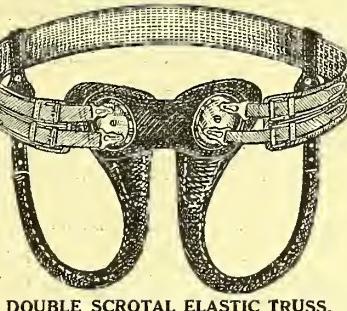
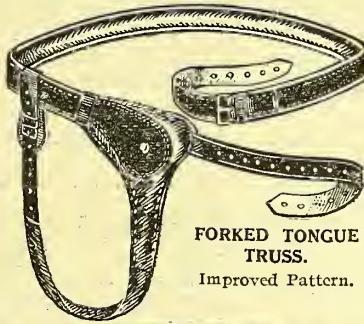
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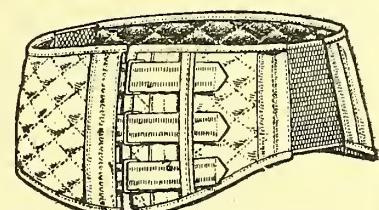
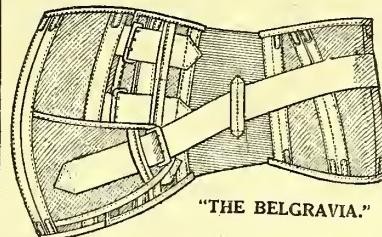
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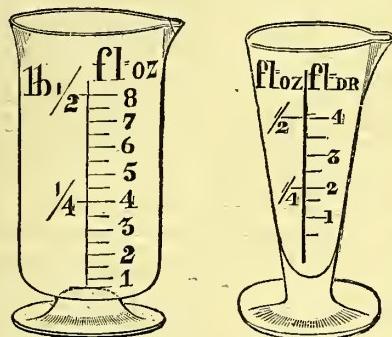
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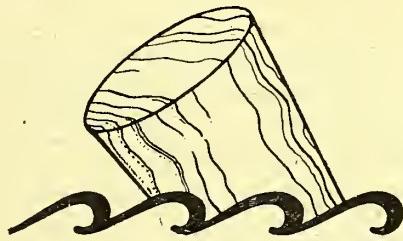
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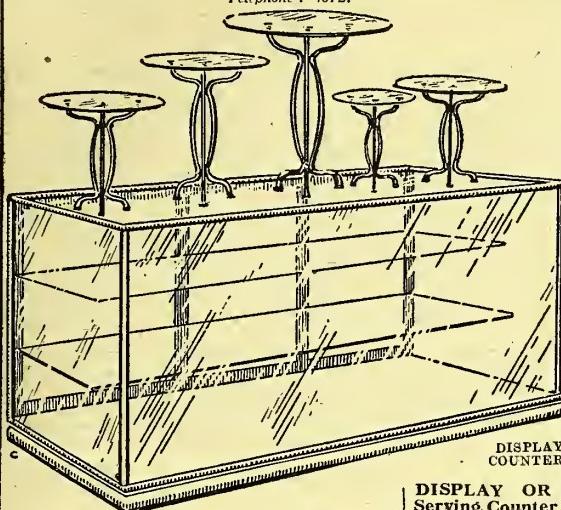
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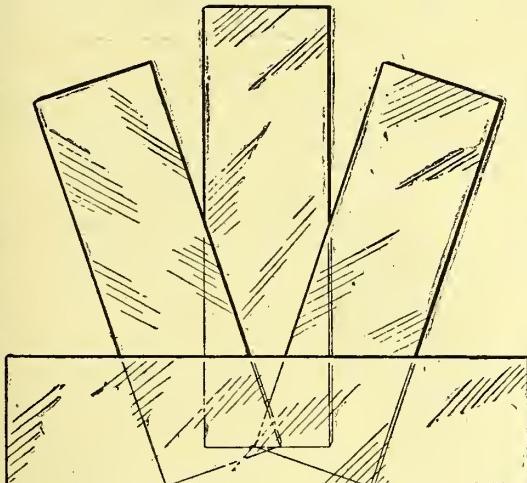
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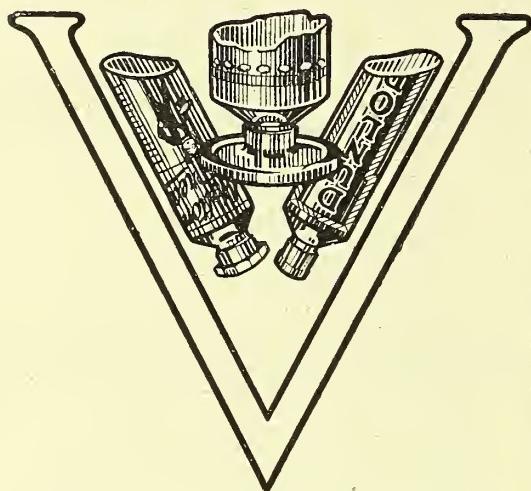
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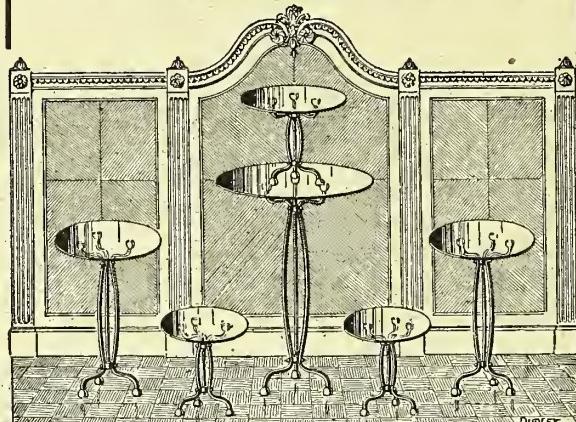
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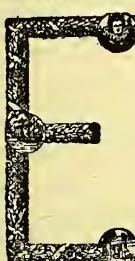
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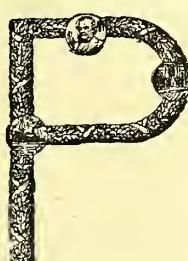
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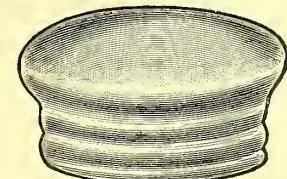
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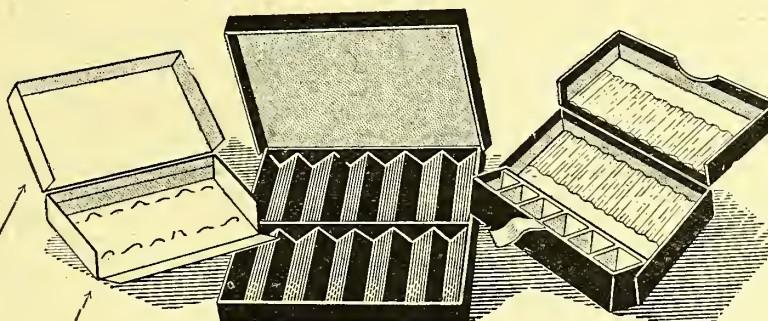
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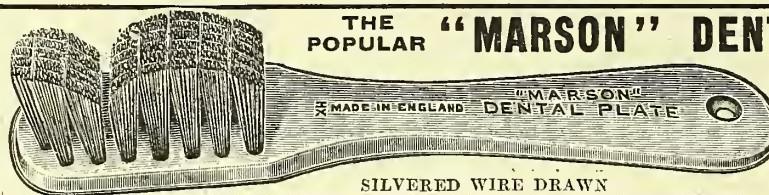
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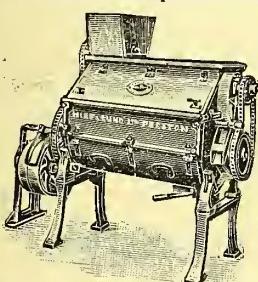
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JANUARY 21, 1928.

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13.—DORSET.—Ready-money Business, unqualified; good opening for Chemist; returns between £25 and £30 weekly; corner shop, double-fronted; new lease, or freehold may be purchased; there is also a Tobacconist with Post Office adjoining, which can also be acquired.

14.—LANCS COAST.—Very good-class Retail and Perfumery Business; returns, under indifferent management, £2,000; scope for large increase; gross profit 40 per cent.; attractive double-fronted corner shop, well fitted and stocked; lock-up pharmacy, with large room behind, also cellar; price £1,200, or valuation of stock and fixtures.

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#### BUSINESSES FOR DISPOSAL

1.—**ESSEX.**—Retail Dispensing Business; on lease 21 years at £100, rising to £150 p.a.; returns, £37 per week; large double-fronted shop; private entrance to flat above shop. (136)

2.—**LONDON, S.E.**—Well-established Business, held on lease at a rental of £55 per annum; returns, £940 p.a.; stock approximately £225; price asked, lease and goodwill, £150, fixtures and fittings £100, or all at £450. Fullest particulars on application. (112)

3.—**LONDON, S.E.** Two Chemist's Businesses: (a) On lease, 21 years to run, at £100 p.a. inclusive; returns £15 per week. (119) (b) On lease, 20 years to run, at £95 p.a.; returns £15 per week. Further particulars on application. (120)

4.—**LONDON, N.W.**—Lock-up Shop, recently established; on lease, 6 years, at £52 p.a.; returns £22 per week; stock approximately £200. Further particulars on application. (134)

5.—**BERKS.**—Old-established Chemist's Business for Disposal; double-fronted shop, recently redecorated, with good living accommodation; held on lease with nine years to run, at rental of £71 6s. 8d. per annum; stock about £450; returns £26 per week; books can be inspected. Offers invited. Full particulars on application. (123)

6.—**LANCS.**—Old-established Chemist's Business, with Post Office attached; held on quarterly tenancy; lease might be obtained, or property purchased for £1,200; returns, £15 per week, all cash; rent, £78 p.a.; living accommodation; price asked, £750. Fullest particulars on application. (142)

7.—**HEMEL HEMPSTEAD.**—For immediate disposal. Chemist's and Hairdresser's Business (businesses would be disposed of separately); nicely fitted; fair stock carried; premises held on lease, 19 years to run, at a rental of £150 p.a.; corner shop; good window frontage. Further particulars on application.

8.—**BLACKBURN.**—Drug Stores in main thoroughfare, on lease, 7 years to run, at £60 per year; returns, £18; large lock-up shop, with excellent window; stock about £250. Offers invited. (140)

9.—**PEMBROKE.**—Old-established Business, with good living accommodation; on lease, 40 years to run, at £45 per annum; returns, £40 per week; stock about £800. Further particulars on application. (139)

10.—**HANTS.**—For immediate Disposal, Retail Chemist's Business; held on lease, with 19 years to run, at rental of £15 per annum; returns average £15 per week; price for lease, goodwill, fixtures and fittings £100; stock at valuation, approximately £175. Further particulars on application. (122)

11.—**LONDON, N.W.**—Dispensing and Photographic Chemist's Business for disposal; double-fronted shop; good living accommodation; gas and electric; good lease can be obtained; rent £250; returns £55 per week; stock approximately £500. Fullest particulars on application. (125)

12.—**MANCHESTER.**—Well-established Pharmaceutical and Optical Business; large shop, with good living accommodation; rental £117 p.a., with option to purchase property; returns about £20 p.w.; stock approx. £300; price for fixtures and fittings £350; lease and goodwill, £100. Fullest particulars on application. (130)

13.—**LONDON, S.W.**—For immediate disposal, Retail and Dispensing Chemist's Business, held on lease, 33 years to run at ground rent £4; conveniently fitted and stocked; turnover approximately £1,050 per annum; room for scope and increase under personal supervision. Full particulars on application.

14.—**CAMBRIDGE (Near).**—Old-established Pharmacy, on lease 20 years at £50 p.a.; returns average £13 per week; double-fronted shop, with good dwelling accommodation. Further particulars on application. (131)

15.—**CITY.**—Old-established Business, on lease, 18 years to run, at £60 p.a.; rates £21; returns average £1,450; good N.H.I.; (let off £65 p.a., vacant possession can be given if necessary); side entrance. Fullest particulars on application. (132)

16.—**LINCOLNSHIRE.**—General Retail Dispensing Business in market town, with excellent living accommodation; established over 60 years; nearest opposition 5 miles away; takings over last 3 years average £1,640; net profit, 25 per cent; stock about £350; rates very low; wine and spirit trade; Kodak Agency. Further particulars on application. (141)

17.—**SUSSEX.**—Recently-established Dispensing Business, on lease 17 years; rental £150; annual net profit approximately £475; Kodak Agency; price for quick sale £1,076. Further particulars on application. (143)

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3.—**HOME COUNTY.**—Good-class light Family Retail, in growing residential district; returns £1,800; net profit £620; attractive modern pharmacy and house; well stocked; price £1,500; personally inspected and recommended.

4.—**SOUTH COAST.**—Good-class Retail and Dispensing, with Kodak Agency; returns nearly £1,900; net profit £475; double-fronted (lock-up) shop, commanding main road position; fully stocked; price £1,050.

5.—**LANCS. COAST.**—Light Retail, Photographic and Dispensing Business, in good position; returns average about £2,500; low rent; well-fitted pharmacy, fully stocked; price £1,500.

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8.—**ILFORD (Near).**—Light Cash Retail and Photographic Business, main road position; returns £1,000; scope for increase; modern fronted shop, with house; low rent; price £125 and valuation of stock and fixtures.

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We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

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**LANCASHIRE COAST.**—Good-class Dispensing Business; well-fitted shop; returns over £2,000 under manager; could doubtless be increased considerably under personal supervision. "Lancashire," c/o Southall Bros. & Barclay, Ltd., Lower Priory, Birmingham.

**LANCS.**—Double-fronted, lock-up shop; main road; working-class district; established 14 months; rent £40 per annum; 6 years' lease, with option renewal; well-fitted for Chemist-Optician; working stock; increasing turnover; must sell quickly; £325 or nearest. 257/2, Office of this Paper.

**LONDON, N.** (Charing Cross 15 miles).—Well-stocked and fitted Drug Store, with Kodak Agency; returns £800; big scope for increase; rent £52; covered by sub-let; price £400 cash for quick sale; estimated value of stock and fittings; good reason for disposal. 250/3, Office of this Paper.

**LONDON, S.W.**—Good old-established Dispensing and Photographic Business for Sale as going concern; best position; returns over £2,500; nice house; electric light; splendid opportunity to open Optical work; price £2,500; cash buyers only. 255/27, Office of this Paper.

**MIDLANDS.**—Village Pharmacy; unopposed; Kodak, N.H.I.; turnover £1,036; net £300; sound freehold property; house, living room, kitchen, scullery, 3 bed., hot water bathroom and sink; long garden; good shed; fixtures, fittings, and stock about £300; books kept; price £1,250; growing district; owner going abroad. 254/11, Office of this Paper.

**NORTHUMBERLAND.**—Established 1925 as Drug Store; lock-up shop; easy rent; mahogany fixtures, very modern; Kodak Agency; returns, 1925 £680, 1926 £862, half year 1927, £511; genuine opportunity for qualified man, as there is no chemist in the district; price for fixtures and goodwill, £250; stock reduced to suit purchaser. Further particulars on application. Charles E. Naylor, Chemists' Valuer, 170 Vesper Road, Kirkstall, Leeds. Telephone 324.

**NORTH-WEST COAST.**—High-class Business; must be sold within next fortnight; imposing double-fronted corner pharmacy; acknowledged best road in town; returns £2,000 under management; price about £1,200. Apply "Hurry," 120/177, Office of this Paper.

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**SOUTH COAST.**—Good-class Retail and Dispensing Business in rapidly growing district; returns £16, without N.H.I.; good workable stock; price £650. 253/18, Office of this Paper.

**SOUTH COAST.**—Main road, amongst Company shops, double-fronted, good-class Family and Dispensing Business; returns last year £2,839; stock last valuation £1,200; price £2,600; small house; rent £150; on lease or freehold property (vendor's own) can be purchased. 120/179, Office of this Paper.

**SOUTH COAST.**—Neglected Business, conducted for several years past as a Drug Store; handsomely fitted shop, in prominent position in main road of well-known town; present turnover £1,400, with scope for considerable increase; seven-roomed flat; moderate rental; price, about valuation of stock and fixtures. Apply "Corona," 120/178, Office of this Paper.

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**YORKSHIRE DALES.**—Century old Chemist's and Stationery Business; great sacrifice owing to illness; will accept £2,000 (less than value of stock), or near offer; net profit £604; property, including good house, £1,500, or lease at £75; a chance of a lifetime; only wants seeing. Also in river-port, near Hull, nicely fitted Drug Store, with house, doing £1,300; splendid chance for Chemist; four doctors close by; no near opposition; rent 24s. 6d.; price £700, or part payment considered; owner retiring. Marsden, Valuer, 44 Sholebrooke View, Leeds.

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**£400 CASH.**—Drug and Herbal Business, Essex; no serious opposition; main road position alone worth the money; profitable Prescribing; good stock; well fitted; lease; good living accommodation; electric light throughout; illness cause. "Statim," 256/21, Office of this Paper.

**£600 ALL AT.**—An opportunity occurs for an energetic Pharmacist to acquire a Light Retail, Dispensing and Photographic Business (Kodak Agency) on busy road in N.W. London; good saleable stock; clean; no rubbish; lock-up; lease; electric light throughout; rent £83 inclusive; scope for increase; opening for Optics. Further particulars to genuine buyers. "Vivum," 254/14, Office of this Paper.

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**BUSINESS** wanted, or would entertain Partnership to a Chemist where Dentistry could be introduced. Please give particulars of premises and business, in confidence. "W. B.," Vine Cottage, Cranbrook, Kent.

**REQUIRED.** Chemist's Business, or Drug Stores suitable for conversion, showing £400 to £500 net profit; North of England; able to bear strict investigation. 252/2, Office of this Paper.

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**YOUTH** of good education required as Apprentice; preference given to one who has passed the Entrance Examination; facilities will be given to attend classes for Part I of the Qualifying Examination; no premium. Hoare, Chemist, Cromer.

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Applications, stating previous experience and salary required, should be addressed to Mr. Edwin Radford, J.P., Secretary-Superintendent, Town Hall (Room 46), Woolwich, not later than Friday, January 27, 1928, and should be accompanied by copies of not more than three recent testimonials.

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**BIRMINGHAM.**—First-class Manager required, qualified, to take charge of a progressive city business; excellent opening for a real live man. "B.," 254/200, Office of this Paper.

**BOURNEMOUTH.**—Required, at once, good Junior (unqualified) for Family business. State age, experience, height, and salary. Dick, 110 Wimborne Road, Bournemouth.

**BRADFORD DISTRICT.**—Wanted, an Assistant, age about 23, for Dispensing and Counter. Full particulars of experience and salary required (outdoors) to 258/20, Office of this Paper.

**CHELMSFORD DISTRICT.**—Unqualified Assistant; good Window-dresser and Counterman, Photographic experience. Apply by letter to Parkes Chemists, Ltd., 65 Harmood Street, London, N.W.1.

**DONCASTER.**—Required, immediately, capable Junior Assistant, age 22-24; applicant must be a quick and accurate Dispenser and used to good-class Counter work. Apply, giving full particulars as to age, height, experience, salary required and photo (if possible), to Harry Stiles, Doncaster.

**LONDON.**—Qualified Manager required for Light Retail and Dispensing business (N.H.I.); living accommodation; permanent and progressive berth for a steady and reliable man. "L.," 254/2, Office of this Paper.

**L**ONDON, W.2.—Junior Assistant, with high-class Dispensing experience required immediately. Lever, 151 Westbourne Terrace, Hyde Park, W.2.

**L**ONDON, S.E.—Young Junior Assistant for Dispensing and Counter, with knowledge of Photography. State salary required and full particulars to G. Harper, 125 Brockley Rise, Forest Hill, S.E.23.

**L**ONDON, S.W.—A vacancy occurs for a competent, young, unqualified Assistant in a high-class modern store business; good experience and appearance essential; permanent, progressive position. Give fullest particulars and state salary required to the Secretary, Lion Drug Stores, Ltd., 75 West Street, Brighton.

**L**ONDON, N.W.—Qualified, young, about 27, preferably married, to live over shop; good Family business; gentleman with good knowledge Photographics and Toilets; able to take full charge when necessary. State age, salary, etc. 256/8, Office of this Paper.

**L**ONDON, S.E.—Wanted, a fully-qualified Lady Chemist; good position! Apply, full details, references, height, salary, to 120/181, Office of this Paper.

**L**IVERPOOL.—Qualified Manager wanted, small City branch; must possess initiative and energy; good Window-dresser; knowledge of Photo business essential; no Sunday duty. Apply, giving references, age, experience, salary required, to "Dean," 8/o Messrs. Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool.

**M**ANCHESTER.—Qualified Assistant required for high-class Family Dispensing and Toilet Goods business; must be gentlemanly, of good address, and have modern business ideas. Full particulars, photograph, Mr. Ashton, Chemist, Didsbury.

**N**ORTH LONDON (Shortly).—Young, Qualified Assistant; quick, methodical, and able to take charge; knowledge Photography advantageous. State salary and full particulars. Apply 257/37, Office of this Paper.

**O**XFORD.—Junior Assistant wanted for high-class business; duties will be chiefly Dispensing, with a little Counter work; must be reliable and accurate. Please send all particulars, with photo and salary required, to Messrs. Bruce & Co., 118 High Street, Oxford.

**S**OUTH WALES DISTRICT.—Qualified Assistant for easy good-class suburban shop; lady preferred. Apply 120/174, Office of this Paper.

**W**ISBECH.—Competent, unqualified Assistant required for good-class business; no N.H.I., Sunday or holiday duty. State full particulars when applying, age, height, experience, salary required, undeniable references, recent photo; or interview preferred. Ralph Scrafton, High Street, Wisbech, Cambs.

**A**JUNIOR required; good Dispensing experience essential; must be willing to divide duties between two shops. Apply, stating salary and usual details, to Blaker, Ltd., Rexall Pharmacy, Wey Hill, Haslemere.

**A**SSISTANT, unqualified, male, age 22, single, required. Apply to Weatherhead, Chemist, 485 King's Road, Chelsea, S.W.10. Enclose recent photo.

**A**SSISTANT; unqualified; single; smart Salesman, with knowledge of Agricultural trade preferred, and able to drive motor; must have good references, and only those wanting a permanency need apply; East Yorks. Particulars, with copy of references, to 256/6, Office of this Paper.

**C**HIMIST Department Manager and Buyer wanted; must be an experienced and fully qualified man, capable of controlling a number of shops. Applications are to be made on the prescribed form, obtainable from the Secretary, Doncaster Co-operative Society, Ltd., 1 John Street, Doncaster, not later than January 25. Envelopes to be endorsed "Chemist Manager." Canvassing members of the Management Committee will be a disqualification.

**E**NERGETIC and competent Junior wanted shortly; must be quick and accurate Dispenser and used to good-class family trade. Apply by letter only, giving fullest particulars and photograph if possible. Hall, Chemist, Pinner.

**J**UNIOR, accustomed to good-class Retail and Dispensing. State age, height, experience, and salary required (indoors). G. T. Kingston, 33 Gay Street, Bath.

**J**UNIOR Assistant wanted for all-round work. Brodrribb, Ltd., 344 Mare Street, Hackney.

**J**UNIOR Assistant (or Improver) wanted, accustomed to quick, good-class Retail and Dispensing business. Apply to A. H. Price, Pharmaceutical Chemist, 2 Guildford Road, Woking, Surrey.

**L**ADY Assistant; Counter; expert Window and Case Dresser; knowledge Photographics; good Stock-keeper; send terms, photo, etc.; must be quick, smart appearance, and address; used to first-class Pharmacy; permanency. Kendall, St. Martin's Pharmacy, York.

**M**ANAGERESS required for branch in small seaside town in Devonshire, with knowledge of Photography. Please state age, height and experience, with photo and copy of credentials, to Hinton Lake & Son, Ltd., 41 High Street, Exeter.

**P**ARKES CHEMISTS, LTD., London, have a vacancy for a Qualified Manager, with all-round experience in Counter work, Window-dressing and Photography. Apply by letter to 65 Harmood Street, London, N.W.1.

**P**ARKES CHEMISTS, LTD., London, require a first Assistant with good Counter and Window-dressing experience. Also a junior Assistant with good general experience. Apply by letter to 65 Harmood Street, London, N.W.1.

**Q**UALIFIED Branch Manager for good-class cash business in London area; smart Window-dresser and Salesman; plenty of scope. Full particulars, P.C.B. 90/6, Office of this Paper.

**Q**UALIFIED Manager required for branch in good-class industrial town, Glamorganshire; Optical qualifications essential; splendid berth for right man. Apply, with full particulars and copies of testimonials, to Rees, Chemist, Port Talbot. Applications not replied to within seven days respectfully declined.

**Q**UALIFIED lady; experienced on Counter; S.E. suburb. Please give full particulars of previous experience, age and salary required. 257/29, Office of this Paper.

**Q**UALIFIED Manager, about 30, for busy Cash business near London; must be tactful Counterman and good Window-dresser; salary £5 weekly, with house rent free and liberal commission. State age, height, details of experience, and when at liberty. 257/26, Office of this Paper.

**S**ALESMAN, experienced, wanted, Midlands, for fitting rupture appliances, elastic hosiery, belts, etc.; one with knowledge of book-keeping, typewriting preferred. Apply, stating age, experience, wages required, 256/35, Office of this Paper.

**U**NQUALIFIED lady Assistant (21-26) for Counter, Window-dressing and Dispensing. Full particulars of previous experience, etc., and when disengaged. 6 Lewisham Road, Lewisham.

**W**ANTED, Manager for branch shop at Stainland, near Halifax; easy hours. Please state salary and when disengaged to S. T. Shaw, Chemist, Golcar, near Huddersfield.

## WHOLESALE.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-

**G**ENTLEMAN, aged about 30, required to represent in Scotland old-established Organo-therapeutical House of worldwide reputation; applicants must have knowledge of endocrine therapy, be well introduced to the medical profession in their territory, and of first-class ability and tact; a qualified Pharmacist preferred. State past records, age, salary required, etc., and apply in first instance "Glands," 119/153, Office of this Paper.

**L**ABORATORIES.—A leading firm of Chemical and Pharmaceutical Manufacturers requires a Pharmacist for their Experimental Laboratories; a pharmaceutical qualification is essential, and preference will be given to applicants who also have a science degree or equivalent diploma. 120/169, Office of this Paper.

**L**ONDON Manufacturing House require Representatives, calling on Chemists in the provinces, to carry four well-known big sellers, highly competitive prices; 10% commission basis. 252/1, Office of this Paper.

**L**ONDON Wholesale House require Warehouse Clerk (male), 17-18, for Sundries Department. Write, stating age, experience, salary required, P.C.B. 90/4, Office of this Paper.

**L**ONDON Manufacturing Chemists (Packed Goods and Pharmaceuticals) require all-time Representative for Wales and Hereford. Also vacancy for South London; connection desirable to build up already growing business. State full particulars in first letter. 256/29, Office of this Paper.

**R**EPRESENTATIVE wanted in the Midlands by largest firm of Olive Oil producers in the world. Apply 120/185, Office of this Paper.

## A VERY IMPORTANT FIRM

**S**EEKS a SALESMAN, a young man, about 30, intelligent, active and energetic, who is willing by his own efforts to create a good future situation. Selling experience and knowledge of French useful, but not indispensable.

Write, with full particulars, 120/173, Office of this Paper.

**S**URGICAL INSTRUMENTS.—Position vacant in London House of important German Manufacturers, Minor Surgical and Dental Instruments. Applicants must have personal connection with wholesale buyers; capable taking charge. Reply (in confidence), stating experience, terms, qualifications, 120/171, Office of this Paper.

**T**RAVELLER wanted by well-known Essence House for Midland Counties, age not exceeding 35, accustomed to call on Aerated Water Makers, Bakers, Confectioners, etc.; previous experience of the Essence trade essential. Please state full particulars. 120/176, Office of this Paper.

**T**RAVELLERS, with first-class connections, wanted in London and provinces for unique line of Toilet preparations; good commission; state ground covered. 120/180, Office of this Paper.

**W**HOLESALE DRUGGISTS.—Vacancy occurs in old-established house for well-educated business man, age 25 to 30, to train for responsible position; option of investment later; knowledge of Pharmacy essential. Fullest particulars and commencing salary required to "D. R. N." c/o Streets, 6 Gracechurch Street, E.C.3.

**W**ORKS Chemist, with experience in manufacture of Biochemical Products, including Insulin, required by a firm of Manufacturing Chemists. Apply, giving full details, to 245/6, Office of this Paper.

## [COLONIAL, INDIAN AND FOREIGN.]

**I**NDEX.—Pharmacist as Travelling Representative in India for firm of Manufacturing Chemists; age about 28 and single; previous experience abroad of value, but good health, temperate habits, sound business training, and satisfactory references essential. State age, experience, and salary required to 120/175, Office of this Paper.

**I**NDIA.—Qualified Pharmacist required; age about 25-30; unmarried; 3 years' agreement; passage paid out and home; one with knowledge of Optics preferred; liberal salary; good references required. Apply P.C.B. 89/29, Office of this Paper.

**N**AIROBI.—Howse & McGeorge, Ltd., Chemists, Nairobi, require the services of a qualified Assistant, with good all-round experience and knowledge of Photography; single; about 25; 4 years' agreement; second class passage paid out; salary £360, £360, £450, £480 for first, second, third and fourth years respectively. Reply, with photo and copies of references, to "Zebra," c/o Tozer Kemsley & Millbourn, Ltd., 84 Fenchurch Street, London, E.C.3.

## SITUATIONS WANTED.

## RETAIL [HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

**A.A.A.**—EXPERIENCED Assistant desires permanency; capable take charge; married; abstainer; not afraid work; London, provinces. BM/ZP6N, London, W.C.1.

**A.A.**—ASSISTANT, 23 (unqualified), tall, energetic, accurate Dispenser, Counter, Windows, Photographic, desires situation; Yorkshire preferred. "Chemistry," 231 Capstone Road, Bournemouth.

**A.**—QUALIFIED Manager, Assistant, or Locum; 23; thoroughly experienced; 6 years' Harrogate, London and Locum experience; Birmingham or Leeds district preferred. Richmond, 92 Louis Street, Leeds.

**A.**—QUALIFIED, 28, all-round experience, desires change; permanency; Yorks, Derby, Notts preferred. 256/18, Office of this Paper.

**A.**—QUALIFIED gentleman, with good local and London experience, desires post in Bristol or West Country. Full particulars and references of Noble, Trinity House, Cranbrook Road, Bristol.

**A.**—QUALIFIED Chemist, 26, desires post as Manager or Assistant; 9 years' experience in all branches; please state salary offered; London preferred, but not essential. 256/39, Office of this Paper.

**A** YOUNG qualified Scot, at present managing old-established business in Northern England, desires post as Manager or Assistant; free month from engagement. Apply, stating particulars and wage, 254/10, Office of this Paper.

**A** NYONE requiring M.P.S., F.S.M.C., Chemist and Optician, can engage own terms. Wires, express letters, "Ramon," 255/30, Office of this Paper.

**A** S Assistant; single; 25; Part I; quick, capable Dispenser, Counterman; capable taking charge. "R. D." 9 Electric Parade, N.7.

**A** S Manager, Senior or Locum; Drug Stores preferred; Prescriber; personality and business builder. "G." 130 Scott Ellis Gardens, N.W.8.

**A** S Manager; qualified; just sold own business; 37; tall; married; good all-round experience, including Photography and Radio; excellent references; living accommodation an advantage; locality optional; disengaged. 257/9, Office of this Paper.

**A** SSISTANT; all-round experience; unqualified; can manage; temporary or permanent. "Radix," 72 Tremadoc Road, Clapham, S.W.4.

**A** SSISTANT, male, 24, passed Part I, 8 years' experience in all branches of Pharmacy, desires post, preferably near a College of Pharmacy, with facilities for part-time or evening studies there. C. Raddats, "Moseley," St. Fabians Drive, Chelmsford, Essex.

**A** SSISTANT or Manager, qualified, desires light berth for health reasons; North or Midlands. 254/15, Office of this Paper.

**A** SSISTANT, 25, unqualified, desires position in Birmingham or district; 7 years' experience; good references; disengaged month from engagement. "C. F." 254/26, Office of this Paper.

**A** SSISTANT, unqualified, desires change; 2½ years' experience; good Counterman; used to N.H.I. Dispensing and Photo-graphic. 254/25, Office of this Paper.

**A** SSISTANT; 27; South preferred; experienced town, country, and relief; referred Pharmacy; single; now disengaged. 253/24, Office of this Paper.

**A** SSISTANT, tall, age 22, unqualified, desires position; Dispensing, Photography, Window-dressing, etc. Taylor, 31 Cumberland Street, Cardiff.

**A** SSISTANT, 23, requires situation; part I; experienced in Dispensing, Photography, Counter. "S. E." 80 Sandmere Road, S.W.4.

**A** SSISTANT; 22; accurate Dispensing, good Counter-hand; highly recommended; referred Pharmacy. Watson, 15 Granville Road, Harrogate.

**A** SSISTANT; 20 years' good all-round experience; single; mid-aged; unqualified. "Statim," c/o Miss Brewery, Kingsbridge House, Bracebridge, Lincoln.

**A** SSISTANT; 25; College trained; 9 years' experience, all branches; excellent references. "Dispenser," 74 Elgin Avenue, Maida Vale, W.9.

**A** SSISTANT; tall; unqualified; single; 23 years' experience, in Dispensing, Counter, Photographic; references; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham.

**A** SSISTANT, 21, qualified, requires berth, Bolton or Manchester; all-round experience; excellent references. Hargreaves, 73 Starcliffe Street, Bolton.

**A** SSISTANT; 23; unqualified; 8 years' experience, town, suburbs; Dispensing, Photography, Window-dressing, Counter, etc. "W." 33 Ross Road, Wallington, Surrey.

**A** SSISTANT, Junior; unqualified; 23; Scotsman; Dispensing and Photographic; first-class Counterman and Window-dresser; energetic and reliable; disengaged on February 20. Apply "Burns," 256/2, Office of this Paper.

**A** SSISTANT; unqualified; 27; very keen and willing worker; Photography, D. & P.; 7 years' experience; go anywhere. 256/30, Office of this Paper.

**B**RANCH Manager; qualified; 15 years' provincial and London (4 years) good-class experience; Photography; disengaged when suited; married; locality optional. "D. M. J." 312 St. Ann's Road, London, N.15.

**C**HEMIST, qualified, experienced in all branches of Retail, registered R.P.U.; desires management or senior position; Locum till suited. "Resorcin," 159 Church Street, Kensington, W.8.

**C**LERICAL position wanted by young lady; 12 years' experience, high-class Chemists, Counter, Prescriptions, charge of cost cabinet, invoices, book-keeping, ordering, stock sheets, typing, indexing. Apply "H. W." 14 Pepys Road, S.E.14.

**D**ISENGAGED; experienced Dispensing and Counter; part or full time; mid-aged; unqualified. Jones, 69 Annesley Avenue, Colindale, N.W.9.

**D**ISPENSER and Secretary, lady, qualified, desires situation in Portsmouth district; 9 years in present position with Doctor, London area; first-class references. Mathew, 26 Alhambra Road, Southsea.

**D**ISPENSER.—Lady requires post; able to keep books and drive car; temporary or permanent; town or country. Heppell, 67 Melbourne Grove, East Dulwich, S.E.22.

**D**ON'T HESITATE!—If you know a good Manager when you've got one and can treat him accordingly, apply to a qualified man with wonderful experience who is seeking permanent position with scope; young; married; steady; living accommodation essential. Apply 244/3, Office of this Paper.

**I**RISH Pharmaceutical Chemist, 30, wide experience, management, highest references, desires position of trust. 254/4, Office of this Paper.

**J**UNIOR; unqualified; Agricultural experience; N.H.I. Dispensing; height 6 ft.; willing worker. Apply, stating particulars and wage, 253/40, Office of this Paper.

**J**UNIOR, male, 21, desires position London; good references; disengaged now. O'Hara, 5 Victoria Villas, Kilburn, N.W.6.

**L**ADY Dispenser, young (Hall), desires post, Doctor, Hospital, Dispensary. "S. S." 10 Ranelagh Mansions, Hurlingham, S.W.6.

**L**ADY, qualified, fully experienced, desires position with Chemist; whole or part time; Manchester or district. 254/12, Office of this Paper.

**L**ADY Dispenser (Hall) requires post; 7 years' Hospital experience, 2 years Doctors; Hospital, Doctor or Locum work; typewriting. Miss Brothers, c/o Mrs. Gray, Stamford Road, West Bridgford, Nottingham.

**L**ADY (25), nine years' mixed Dispensing and general Retail experience, disengaged, requires situation; South Coast preferred, but not essential. Williams, 68 Nower Road, Dorking, Surrey.

**L**ADY Dispenser-Book-keeper (Hall) desires post; six years' experience; typing, Pathology, X-ray; disengaged. 7 Courtfield Gardens, Ealing, London, W.13. Phone: Ealing 2476.

**L**ADY desires post, whole or part time; highest references and experience. "M." 7 Dunbar Road, Forest Gate, E.

**L**ADY Assistant; eight years' experience; Counter, Window-dressing, Photographics; permanent or temporary. Davis, 2 Sheen Gate Mansions, E. Sheen, S.W.14.

**L**ADY Assistant, 24, desires post as Counter-hand; S.E. preferred, not essential; thoroughly experienced; suit good-class trade; excellent references; splendid worker. 256/4, Office of this Paper.

**L**ADY, 27, qualified, with good personality and all-round experience; capable of taking charge; disengaged. Apply 255/58, Office of this Paper.

**L**ONDON.—Advertiser highly recommends competent man; good Counterman and Stock-keeper; conscientious, trustworthy, alert; accurate Dispenser; capable Window-dresser; Photography; unregistered; free; interview essential. "W." 128 Wilton Road, Victoria.

**L**IVERPOOL.—Lady, highly recommended, good Dispensing and Counter, desires post, whole time or locum. "S." 15 Mulgrave Street, Liverpool.

**L**OUM; thoroughly competent; experienced, reliable, obliging; reasonable terms; town or country; disengaged. "Chemicus," 239 Camberwell New Road, S.E.5.

**L**OUM or season; qualified; good experience; disengaged middle February. Apply 253/19, Office of this Paper.

**L**OUM or permanency; abstainer; middle-aged; experienced; town or country; anywhere; moderate terms; best references. Carte, The Pharmacy, Rodley, Leeds.

**M**ANAGER.—Wanted, post as Manager in good shop or branch; qualified; permanency; excellent Counterman; tactful and courteous. 254/20, Office of this Paper.

**M**ANAGER or Assistant; best experience; energetic; good Salesman; qualified; Dispensing, Counter, Photographic; now disengaged. 257/27, Office of this Paper.

**M**ANCHESTER DISTRICT.—Qualified desires position as Manager; tall; energetic; reliable; good references. 254/28, Office of this Paper.

**M.P.S.**, 27, desires Managership or position of responsibility; 12 years' varied London experience; at liberty one month from appointment. 254/22, Office of this Paper.

**M.P.S.**; 27; 5 ft. 7 in.; good appearance; disengaged; good London and country references; used to Photo (D. & P., etc.), Veterinary, etc. "K." "Orchardlea," Hill Street, Kingswood, Bristol.

**M.P.S.**; 21; 5 years' good-class experience; quick and branches; good Salesman; excellent references; Manchester district preferred, but not essential. 257/21, Office of this Paper.

**M.P.S.**, F.B.O.A., young, well educated, present managing, desires situation in Lancashire; disengaged on request. 256/58, Office of this Paper.

**M.P.S.**; young; disengaged February 4; excellent references and all-round experience; good worker; practical knowledge of Sight Testing. 256/380, Office of this Paper.

**M.P.S.**, F.S.M.C., D.B.O.A., at present Manager, desires situation with view to succession; excellent references and experience; South preferred. 257/31, Office of this Paper.

**M.P.S.** DESIRES Managership; 42; married; qualified; succession entertained; active, accurate and capable Salesman, Dispenser and Window-dresser; disengaged. 258/23, Office of this Paper.

**N**EWCASTLE-UPON-TYNE (or near).—Pharmacist, 26, 5 ft. 9 in., requires situation showing scope; good Dispenser; used to responsibility; excellent references. 254/15, Office of this Paper.

**N**OTTINGHAM OR DISTRICT.—Chemist, qualified, single, desires post as Manager or Senior in good-class Pharmacy; disengaged; interview. 256/34, Office of this Paper.

**N**URSE-DISPENSER, certificate and experience for each, seeks post, London. Mrs. Woodcock, 29 The Common, Woolwich, S.E.18.

**Q**UALIFIED Assistant, 24, desires situation, London or Southern Counties; Dispensing, Counter, etc.; reliable. W. Twyman, 40 Atherfold Road, Stockwell, London, S.W.9.

**Q**UALIFIED; 38; married; excellent experience; London; permanency. "Pharmacist," 7 Seymour Terrace, Anerley, S.E.20.

**Q**UALIFIED, 50, seeks post as Manager; abstainer; highest references; used to buying and control; last post over six years. "Chemist," 12 St. Joseph's Road, Ward End, Birmingham.

**Q**UALIFIED Locum or Manager; over 20 years' experience, mostly West-End; competent; reliable; disengaged. "Pharmacist," 81 Camden Road, N.W.1.

**Q**UALIFIED, 25, desires post; thoroughly experienced in all branches; excellent references. Barnforth, 54 Seamer Road, Scarborough.

**Q**UALIFIED; 24; height 6 ft.; good appearance; West-End experience; excellent references; West-End, Continent, or seaside resort preferred. Write J. H. Walker, 35 Forres Road, N.8.

**Q**UALIFIED, 22, seeks further experience; permanency; keen Salesman; public school education; average height. "Pharmacist," 79 Lebanon Road, Croydon.

**Q**UALIFIED, 22, disengaged, desires permanency. "Chemist," 151 Dover Road, Folkestone.

**Q**UALIFIED, 23, tall, desires post in good-class pharmacy; Hants or Surrey district preferred, not essential. Thomas, 43 Grosvenor Road, Aldershot.

**Q**UALIFIED, lady, experienced Dispenser, desires post in Hospital or with Chemist. 53a Clifton Gardens, W.9.

**Q**UALIFIED, 27, desires post; disengaged; 10 years' experience; London preferred, or Locum anywhere. Pain, 125 High Road, Wembley.

**Q**UALIFIED; 53; full or part time; Dispenser or small Managership; all-round experience; moderate terms. "Chemist," 53 Lonis Street, Leeds.

**Q**UALIFIED Assistant seeks situation as Manager or Assistant with view to partnership or succession; capital available. Elmitt, 200 High Street, Lincoln.

**Q**UALIFIED; 22; 6 ft.; all-round experience, town and country; good references; permanency or Locum; disengaged. 257/4, Office of this Paper.

**Q**UALIFIED, 28, first-class experience, Dispensing, Counter, etc., desires post in good-class business; excellent references. 257/20, Office of this Paper.

**R**EFERRED Mat. Med., age 22, high-class experience Harrogate and London City, requires post in Yorkshire, or for three months South London. Mote, 109 Albert Road, Harrogate.

**S**COT, 28, qualified as Manager or Senior Assistant; good experience and references; South preferred; disengaged February 1. 256/31, Office of this Paper.

**S**COTCH qualified Chemist (young) wishes post in or near Harrogate; other part of Yorkshire considered; London experience; not afraid of work. Reply "Energetic," P.C.B. 89/28, Office of this Paper.

**S**ENIOR, unqualified, age 31, managing Retail, smart appearance, first-class Salesman, requires any post with prospects; not afraid of work or long hours; reliable; keen; excellent testimonials; disengaged after one month; interview. 254/3, Office of this Paper.

**T**EMPORARY post required by unqualified male Assistant (21); good experience. Ives, 26 Wickham Road, Bournemouth.

**U**NQUALIFIED; aged 36; married; capable of taking charge; large experience in N.H.I., Sales and Windows. "M." 17 Park Avenue, Leicester.

**U**NQUALIFIED, 28, married, requires berth; experienced in all branches; Nottingham or Midlands preferred. Jeffery, "Longacres," Bingham, Notts.

**Y**OUNG qualified seeks position with view to widening experience; salary not first consideration; southern half of England, preferably West or South-West. "Novocaine," 242/21, Office of this Paper.

**Y**OUTH, smart, tall, desires position at Counter, D. & P. and Stock; anywhere. L. Peisley, 9 Canon Road, Hornsey, London, N.8.

**Y**OUNG lady, qualified, desires post in good-class business; good experience; references. Reddall, "Gainscourt," Devonshire Gardens, Margate.

### WHOLESALE.

**A**DVERTISER, steady, reliable and energetic, seeks post to represent good well-known house; 8 years' experience; calling on Chemists and Grocers; own car; well acquainted with South and West of England; salary, commission, whole or part expenses. "Tremayne," Sholing Road, Itchen, Southampton.

**A**DVERTISER, 27, desires position, Checker, Stock-keeper, in Wholesale House; 11 years' experience; reliable; good worker; excellent references; disengaged. 256/24, Office of this Paper.

**A**NALYST of wide experience is willing to undertake general Chemical Analyses, specialising in Essential Oils, Synthetic and Fine Chemicals, and allied products; terms moderate. 256/15, Office of this Paper.

**C**HIMIST, good experience Analysis, Oils (Essential), Fats, B.P. Assays, etc., desires post; research work. 257/6, Office of this Paper.

**C**HIMIST and Dentist, 37, requires progressive post, or would accept representation with reputable firm; first-class experience and credentials. 257/18, Office of this Paper.

**E**XPERIENCED Perfumer and Works Foreman, manufacturing high-class Toilet Soaps and good range Perfumery lines; keen buyer; used to getting up of formulas; some good lines on the market. "Perfumer," 59 Dowsett Road, Tottenham.

**G**ENTLEMAN, 33, qualified, Public School, 15 years' Retail experience, wishes to represent Wholesale House of repute; excellent Salesman; thorough knowledge of Drug trade. P.C.B. 90/9, Office of this Paper.

**K**EEEN, energetic young man desires permanent progressive situation; four years with leading French perfumier; has represented. "W. H. S." 15 Monmouth Road, N.19.

**L**ADY, unqualified, desires position in Wholesale House as Assistant; several years' experience Retail, with knowledge of Wholesale. "A. H." Macord's Pharmacy, 120 East India Dock Road, Poplar.

**P**ACKED GOODS.—Supervisor and Organiser desires post; age 31; energetic and progressive. Groves, 95 Rowsley Street, Leicester.

**P**HARMACEUTICAL Chemist, age 40, thorough knowledge in position of responsibility; experienced Analytical, Excise, D.D. Act, etc.; London preferred, not essential; every reference. 254/16, Office of this Paper.

**P**HARMACIST, long experience of salesmanship and sales propaganda, desires berth as Sales Manager or Organiser; has Retail and Wholesale experience, coupled with a Pharmaceutical mind, and is employed at the moment on the propaganda staff of one of the foremost proprietary houses; can conduct advertising campaigns and write copy for the lay press, or organise propaganda via medical or dental professions; having travelled for several years, is capable of managing representatives, and is personally known to Chemists in London, N., S. and Western England; interviews can be arranged in either London or the provinces. Apply 251/3, Office of this Paper.

### (COLONIAL, INDIAN AND FOREIGN)

**P**osition required as Medical Propaganda Representative with reputable firm; experienced and ambitious; knowledge French and French Pharmacy; would consider progressive post on Continent; excellent references. 234/16, Office of this Paper.

### FOR SALE.

**O**FERS wanted for 1/plate "Princess" Stand Camera, complete with inst. shutter, lenses, tripod, six double dark slides, with 1/plate adapters, in leather cases; property of late S. W. Woolley (Editor C. & D.). Write "Executor," 21/1, Office of this Paper.

### MISCELLANEOUS.

**A**N experienced American gentleman, holding complete Formulae for the economical and proficient manufacturing of one of the most complete ranges of high-class Toilet Preparations on the Anglo-English markets for the last 12 years, is desirous of getting into touch with interested parties who are in a position to do all of the financing to manufacture and distribute the complete line, either in Brazil, Australia, New Zealand, South Africa. Advertiser accepting commission on the net profits for his services as chemist and the use of said formulae. Reply for appointment. 257/38, Office of this Paper.

**C**HIMIST FITTINGS.—Complete Fittings in stock. Ranges of Drug Drawers with glass labels, shelving and lockers, Glass-fronted Counters, Dispensing Screens, Wall Cases, etc.; all made in sections which any local man can fix. Also Second-hand Fittings, Shop Rounds (ribbon and recess labels); Cash Tills from 15s. 6d.; Kwik-Sale Case, special Chemist design. D. MATTHEWS & SON, Chemist Fitters, 14 and 16 Manchester Street, Liverpool.

**C**HIMISTS' FITTINGS.—Drugfittings, Wallcases, Counter Cases, Salesman's Cases, Dispensing Screens, Serving Counters, Perfume Cases, Counter Drawers at low prices. Before you decide send to GEORGE COOK, Chemists' Fitter, 27 Macclesfield Street, City Road, E.C.1.

**E**BERG, LTD., have a large variety of Plate-glass Counters, Silent Salesmen, 6 ft. 6 in. x 2 ft. x 2 ft., bow and flat fronts, glass-fronted Counters, Perfumery Case and Desks, Wall Cases, Counter Cases, Junior Salesmen, 3 ft. x 2 ft. x 2 ft., Centre Cases, 6 ft. 6 in. x 3 ft. x 2 ft., Drawers, Mirrors, Glass Shelves. 336 Old Street, E.C.1.

### LIMITED COMPANIES REGISTERED.

**F**OR 22 years I have been doing this work satisfactorily to over 400 clients, many of them chemists, opticians, etc. From £14, inclusive of books, seal duties and service. Write A. BERNARD SLACK, 15 Christ Church Avenue, West Didsbury, Manchester. Advice free.

**V**ATS, VATS, VATS.—200 bulge-shape Pressure Vats, very thick oak from Norway, will make open tubs, 5 ft. 6 in., 6 ft., and 6 ft. 6 in. diameter top; also 50 Vats ex Vanxhall Distillery still on hand, 1,000 to 27,000 gallons each, now at Tottenham. David Roberts & Son, Cooperage, Tottenham, London, N.17.

**£1 5**—For a Cash Till at this price you will receive the same courtesy and attention as for a complete pharmacy. For what may we quote you? Quality and experience tells. PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1. "Pharmacy Fitters for Over a Century."

**£55 THE LOT, MAHOGANY SET.**—10 ft. Drug Fixture, drawers, cupboards and shelves; 12 ft. Counter Glass Case Front; 6 ft. mirror-back Dispensing Screen, Sponge Case, Drawers and Cupboards; 6 ft. Wall Case, Perfume Case and Desk; Cash Till; 75 Shop Rounds. RUDDUCK & CO., 219 Old Street, E.C.1.

**£63.**—MAHOGANY FIXTURES suitable for small branch shop: 10 ft. Drug Run, Showcase, centre and shelving in top part, open shelving and cupboards in bottom part; 6 ft. Wallcase, 7 ft. 10 in. high in two parts; 6 ft. glass-fronted Counter; Perfume Case and Desk; 5 ft. Dispensing Screen; Mahogany Check Till. FARLEY'S, 227 Old Street, London, E.C.1.

**£100 FOR SECOND-HAND SET OF FITTINGS.**—8 ft. Piano Wall Case, 14 ft. Drug Fitting, 10 ft. Serving Counter, 6 ft. bent Counter Case, Perfume Case, 6 ft. Dispensing Screen, Window Enclosure with glass shelves, Bars and Brackets, 6 dozen Shop Rounds; would sell separately. PERCY R. E. JOSEPHS, 68 Old Street, and 125 Lever Street, London, E.C.1. Phone: Clerkenwell 0929 (3 lines).

### EXCHANGE COLUMN.

#### WANTED.

SET MAT. MED. SPECIMENS. State price. Gaffin, Lloyd Street South, Fallowfield, Manchester.

GOWER, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including Pharmaceutical Formulas, B.P.C.; P.J.F., Optical Books.

PEAR-SHAPED GLASS for Evans' Hanging Carboy, 3-gallon size; glass only preferred, but would buy complete carboy if necessary. Offers to 120/170, Office of this Paper.

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